

GRAIN DEALERS' JOURNAL

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CHICAGO, ILL., JANUARY 25, 1899.

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ONE DOLLAR PER YEAR.

REGULAR GRAIN SHIPPERS.

To merit the patronage of regular shippers, receivers should confine their business to regular dealers.

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SHIPPERS OF CHOICEST

Milling WHITE and YELLOW CORN.

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SPECIALTY: White and Yellow Corn
Fresh from Farmers.

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Our Special Brand of White Oats
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Established 1878.

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Clipped Oats, Clover and
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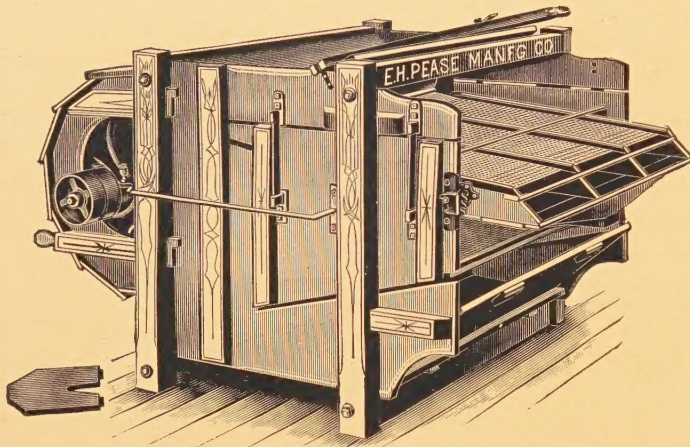
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A Pease Cleaner IS A GOOD CLEANER.....



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We make all sizes of cleaners for all kinds of grain. If the design of cleaner, workmanship and the quality of work done by it has any weight with you we can surely satisfy you. In addition to Corn and Flax cleaners we have the Pease Dustless Separators and Warehouse Fanning Mills, the Excelsior Dustless Warehouse and Elevator Separator, the Excelsior Separator and Grader, the Excelsior Combined Machine, and the Excelsior Oat Clipper.

ALL KINDS of Power Plants, General Machinery and Supplies for Grain Elevators, Mills, Malt Houses and Breweries.

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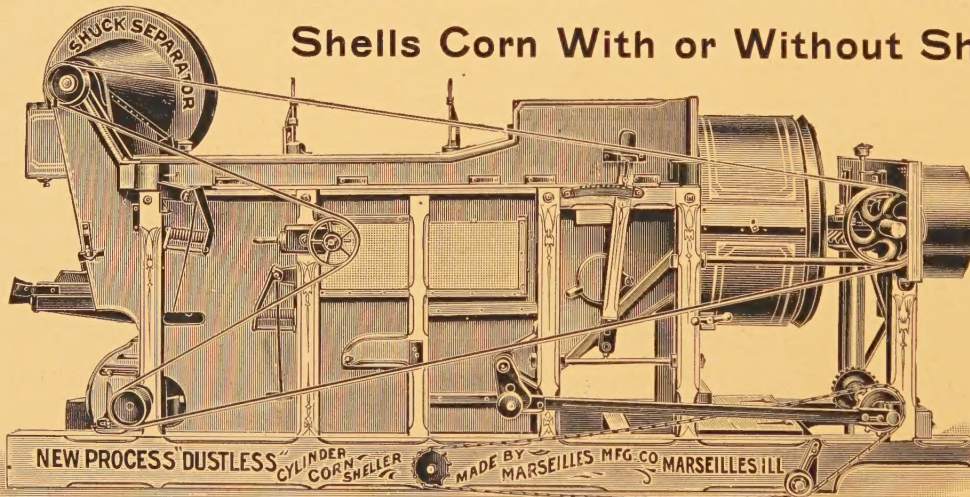
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Shellers, Separators and Cleaners,
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Shells Corn With or Without Shuck.

In one operation corn is husked and shelled, separated and cleaned.

Delivers corn, shucks and cobs at different points all ready for the market.



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No waste of grain or power. Cobs left in good shape for fuel.

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Specialties:—Grain and Seeds of all kinds by sample upon their merits.

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Track bids offered to all regular dealers. We exclude "Scoop Shovelers."

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Construction of GRAIN ELEVATORS

In Wood, Steel or Cement.

ESTIMATES FURNISHED 541 Rookery,
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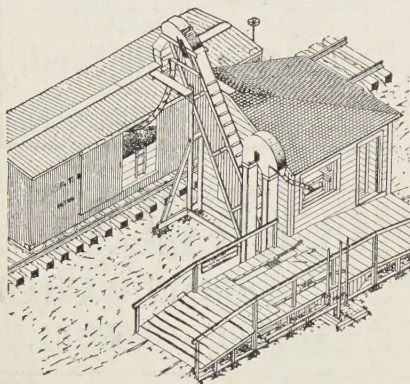
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OUR PORTABLE DUMP, CLEANER AND
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The Newest Thing Out.

Compact, Strong, Efficient.
Capacity 600 bushels per hour.

Western Elevator Construction Co.,
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SCHISLER-CORNELL SEED CO.

ST. LOUIS, MO.

Buyers and Sellers of
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Write for Samples and Prices.

**DON'T DO IT**

Don't feed your grain whole when you can
save half by simply grinding it. Much
whole corn passes through animals undigested.
All ground grain is wholly digested. Our
Vertical Burr Stone Mills
prepare family meal and grind all grains
single or mixed better than any other mill.

Oat Clippers, Engines, Boilers, Pumps, etc. Write for our free cat-
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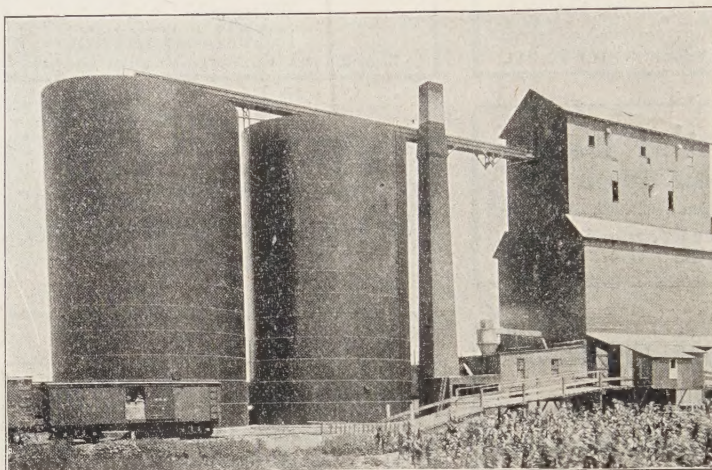
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STEEL STORAGE TANKS

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Steel Elevators



We
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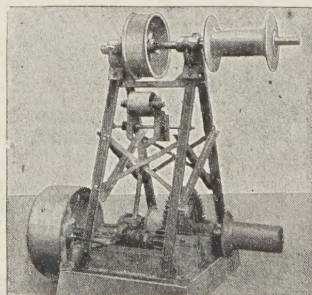
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Grain Trippers, Car Pullers, Spouting,
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Engineers, Founders, Machinists,

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 RECEIVERS OF
 Grain, Hay and Mill Stuff,
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GOFFE,
LUCAS AND
CARKENER,
 A GOOD FIRM
 TO CONSIGN TO.

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GRAIN CO.,
 Receivers
GRAIN AND HAY,
 KANSAS CITY, MO.

DAVIS & CO.,
GRAIN
 Receivers and Shippers,
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F. E. ESSEX. I. M. YOST.
STANDARD GRAIN & MILLING CO.
 Formerly the STANDARD GRAIN CO.
Grain Commission Merchants
 Consignments Solicited.
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J. E. WALKER, Pres. C. F. SCHOLER, Sec. & Treas.
The Walker Grain Co.
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GRAIN, HAY AND MILL PRODUCTS,
 KANSAS CITY, MO.

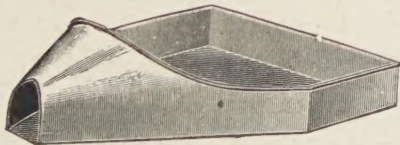
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 Write us for prices on **BARLEY**, Cane and Millet
 Seed. Highest prices obtained for all
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Chas. Counselman & Co.
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GRAIN Co.,
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 Will give close and careful attention to
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CHASE SAMPLE PAN
 For Examining Samples of Grain.



Made of Aluminum. The Lightest Pan made.
 will not Rust or Tarnish, always stays Bright.
\$1.25 at Chicago.
 GRAIN DEALERS CO., 10 Pacific Ave., CHICAGO, ILL.

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**NO
 MORE
 SHORTAGES.**

If you wish to reduce your shortages in shipments buy a **MCLEOD AUTOMATIC WEIGHER**. It takes up but little room, saves time and grain, and registers the amount automatically. Your weights will be correct, the terminal weighman will have more confidence in them and be more careful in weighing and recording.

Write us for particulars and circulars.

ROOT & SMITH, - KANSAS CITY, MO.

General Agents for the United States and Canada.

Sole Agents for (Illinois, Iowa, Minnesota,
 North Dakota, South Dakota,
 Missouri, Kansas and Oklahoma.)

H. C. HART, EDGAR, NEB.,
 SOLE AGENT FOR NEBRASKA.

The Hess Grain Drier

DRIES A CARLOAD OF DAMP GRAIN IN 30 MINUTES.

MADE TO HOLD 25 to 5,000 BUSHELS.

HESS WARMING & VENTILATING Co.

152 La Salle Street, Chicago.

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THE "GUS" gas and gasoline engines. Carl Anderson Co., 70 N. Jefferson, Chicago.

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ELEVATOR IN IOWA on C., R. I. & P. Price \$3,500 net. T. & Co., Box 1, care Grain Dealers Journal, Chicago, Ill.

GASOLINE ENGINES FOR SALE, 35 h. p.; 12 h. p.; 8 h. p.; at a bargain. McDonald, 72 W. Washington St., Chicago, Ill.

MACHINES not in use can be sold by advertising them here. Get your money out of them; get the machines out of your way; sell them and reduce your fire risk.

ENGINES, second-hand, one 3-h. p. Lewis, gasoline, \$125; one 6-h. p. up-right, steam, \$35. Wisconsin, Box 2, care Grain Dealers Journal, 10 Pacific av., Chicago.

ELEVATOR FOR SALE.—Finest grain section in the state; good reason for selling; a bargain; best grain station on the R. R. Illinois, Box 11, Grain Dealers Journal, Chicago.

ELEVATOR AND FEED MILL for sale. Best facilities for handling grain. Mill does good business. Good reason for selling. A bargain. E. C. Kidd & Co., Morrison, Ill.

GREAT OPPORTUNITY.—Only grain warehouse in Wisconsin town; no competition. Full particulars by addressing B. V. Box 2, care Grain Dealers Journal, 10 Pacific av., Chicago.

ELEVATOR for sale; 30x30x48 ft.; fine grain section; handled over 70 cars corn this season; located on Ohio Southern Railroad; well built and new machinery. Lock Box 13, Jeffersonville, O.

IOWA ELEVATORS for sale. A line of twenty country elevators and a good cleaning house in Iowa will be sold cheap. Must sell all or none. F. J., Box 6, Grain Dealers Journal, Chicago, Ill.

FEED ROLLS; SCALES.—3 three-high Feed Rolls, 1 600-bushel and 3 60-bushel Hopper Scales at a bargain; all kinds of mill machinery. S. G. Neidhart, 110 Fifth Ave., S. Minneapolis, Minn.

GASOLINE ENGINE, new or second-hand, 10 to 15-horse. State price delivered. A. S. Lewis, Weatherford, Tex.

ENGINE of 15 h. p. wanted in exchange for gasoline engine of 10 h. p.; good condition. C. A. Burks, Bement, Ill.

MACHINERY.—Second hand.
—24-inch Automatic Tripper.
2—Hill Friction Clutch Couplings.
12—Belt Tighteners.
2—Cast Iron Elevator Boots.
Large quantity pulleys, shafting, belt-
ing iron-work, etc.
H. W. Allen, Box 635, Silver Creek,
N. Y.

FOR SALE.

DUMP FOR SALE: A 2,000-bushel capacity dump on the Santa Fe for sale. Price \$550. This point ships about 200 cars a year, and a good trade can be built up. Good opening for a coal and lumber business in connection. R. N. F., Box 11, Grain Dealers Journal, Chicago.

ELEVATOR, 8,000 bushels, with wagon and hopper scales, 16-h. p. gasoline engine, wheat cleaner, corn cleaner, sheller and dumps. Also grind feed. Good territory. Local monopoly in grain, coal and farm machinery. Western Ohio. E. L. Box 2, care Grain Dealers Journal, Chicago, Ill.

ONE No. 5 Barnard & Leas wheat separator, double shake, good order, price \$40. One Obenchains automatic underrunner French burr, good order, price \$30. Two iron tanks, 9 ft. by 9 ft., with hopper bottoms made from No. 10 boiler iron, water tight, price \$10 each. All f. o. b. cars Conway Springs, Kan. H. L. Strong Grain Co., Coffeyville, Kan.

BARLEY GERMINATOR for sale. Do not guess at the quality of your barley, or depend upon the buyer at the central market. Get a germinator, grow a sample and determine with exactness its true value. It will prove a profitable investment even if you ship but one car a year. Price, \$5 to points in the United States. Address Germinator, care Grain Dealers Journal, Chicago, Ill.

GASOLINE ENGINES FOR SALE—
12½ H. P. Regan, electric igniter.
13 H. P. Charter, tube igniter.
14 H. P. Witte, both igniters.
15 H. P. Fairbanks, both igniters.
15 H. P. Fairbanks, pump and gasoline engine combined, for village water-works.

WITTE IRON WORKS CO.,
Kansas City, Mo.

SECOND HAND GASOLINE ENGINES FOR SALE.—A partial list of second hand engines, all engines guaranteed to be in A 1 condition.

25 h. p. Otto, \$400.
15 h. p. Charter, \$300.
8 h. p. Fairbanks & M., \$200.
6 h. p. Chicago, \$175.
3 h. p. Norman, \$110.
L. D. Price, 34 W. Washington St., Chicago.

FOR RENT.

TO LET.—Space in this department to elevator owners who wish to lease an elevator or warehouse.

ELEVATOR WANTED.—I want to buy a small elevator at a good station in Illinois. Address S. T. R., Box 9, Grain Dealers Journal, 10 Pacific Ave., Chicago, Ill.

MISCELLANEOUS.

IF YOU do not find what you want advertise for it here.

A BARGAIN.—The fact that you read the ads. in this department should be sufficient to convince you that your ad. would be read by others. Try it,

WANTED.

ELEVATORS, WAREHOUSES AND GRAIN BUSINESSES can be secured by making your want known here.

ELEVATOR.—I want to buy or lease an elevator in Ind. or Ill. Give particulars. F. W. Moberley, Windsor, Ill.

A SECOND HAND scale, cleaner, clipper or other machinery can be obtained at a low price by advertising your want here.

CHICAGO CORN ACCOUNTANT WANTED.—I want a good Chicago corn accountant. New England, Box 11, Grain Dealers Journal, Chicago, Ill.

COUNTRY ELEVATOR in Illinois or Iowa. Give full particulars, price and terms in first letter. A. T. J., Box 2, care Grain Dealers Journal, 10 Pacific av., Chicago.

POSITION WANTED. — Competent man wants position as bookkeeper or to take charge of office work. Bookkeeper, Box 11, care Grain Dealers Journal, Chicago, Ill.

ILLINOIS ELEVATOR WANTED: I want to buy a small elevator in a good grain growing district of Illinois. G. A. K., Box 11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED.—If you want help in your office, elevator or any other department of your business, advertise your want where those connected with the grain trade will see it. That is right here.

POSITION WANTED as traveling solicitor, superintendent, foreman or buyer for grain firm, by an experienced grain man. All references. Address J. E. R., Box 11, Grain Dealers Journal, Chicago, Ill.

MACHINES WANTED.—If you want good second-hand machines or machinery, make your want known in this department. Others have done so and secured good machines at a low price. You can do as well.

WANTED.—ELEVATOR, to lease, with option of buying. Located in grain section. Address, giving full description of plant, amount of grain shipped last year, Grain Buyer, care Oldtown Mills, Xenia, O.

HELP WANTED.—If you want a position as superintendent or foreman of an elevator, grain buyer, traveling solicitor, bookkeeper, machine tender or any other position about a grain elevator or grain firm's office, make your want known to those engaged in the business by advertising here.

COUNTRY ELEVATORS WANTED.—We have frequent inquiries for elevators from grain dealers who desire to buy, and we feel that it would be to the advantage of every one who desires to sell an elevator to list same with us. It costs nothing unless sale is made, and then only \$1 for each sale resulting. F. R. S., Box 9, Grain Dealers Journal, 10 Pacific Avenue, Chicago, Ill.

GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month at
10 PACIFIC AVE., CHICAGO, ILL.

BY THE

GRAIN DEALERS' COMPANY.

CHARLES S. CLARK, EDITOR.

Price, Five Cents a Copy: One Dollar Per Year.

Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., JANUARY 25, 1899.

It pays well to keep property covered by insurance.

The sweeping privilege should not be sold by any railroad.

There is a demand for a good grain bleacher. It seems that all that have been constructed heretofore were for builders' use.

The east bound freight agents are making a feint at maintaining freight rates, but no one believes that the rates are being maintained.

Poor cars which strew the dealers' grain along the way to market should be cast into the scrap heaps or else taken to the shops and repaired.

From present prospects more grain elevators will be built and more old ones will be overhauled and enlarged during the coming season than for many years past.

The short weight agitation is resulting in better weighing facilities at country as well as terminal points all of which will go far toward reducing the shortages in shipments.

A woman has had the temerity to apply for admission to the home of the Bulls and Bears and, naturally, the members of the Chicago Board of Trade are very much agitated.

The owners of good grain driers have made more money during this season than for many years past, all of which goes to prove that a good grain drier is better than a gold mine.

The Texas Grain Dealers' Association has determined to obtain some relief from the rank discrimination in freight rates and has committees at work to bring about the desired change.

The National Farmers' Alliance has elected a business agent who has planned to drive all the grain dealers of the Northwest out of business. This same scheme has been tried in the Northwest several times before and the managers of the property operated have

generally been compelled to turn it over to a receiver.

Minneapolis grain commission men have been accused of running a corner on wheat screenings. If they have done so they should be thanked. Higher prices for off grade stuff have long been wanted.

If the Chicago roads which are selling the sweeping privilege had any care for the interests of their patrons they would stop selling the grain which is not theirs, and insist that it be cleaned out at the elevator.

The one great good about the check weight bureau of the Kansas Grain Dealers' Association is that it has effectively checked the thieves, sweepers and others who were helping themselves to the shippers' grain.

The Kansas Association has done more effective work during the last six months than some of the old associations have done throughout their entire existence. Fortunate are those dealers who have joined it.

Judging from the Minneapolis Market Record, that city has experienced some trouble recently from bogus commission men. A little care by country shippers will prevent their being fleeced by dealers of this character.

The unwillingness of western dealers to do a little work in the interest of a reasonable reduction of the internal revenue tax levied on those connected with the grain trade will help to encourage the placing of a tax on all scale tickets.

Cars should be swept, but for the shipper's account and by persons paid to do so. The railroads that farm out the privilege must know that the sweepers will take grain from full cars if they cannot find enough grain in the empties to make a good profit.

The grain trade has not suffered much from fraudulent bills of lading for some time, but only recently a scheme came near being successfully carried out whereby the promoters expected to capture a large number of cars of spring wheat. The vigilance of the railroad officials only prevented.

We neglected to call attention to the report of a fire in the Wisconsin items last month which was furnished us by M. A. Reynolds, adjuster for the Millers' National Insurance Co. The peculiar feature brought out by this fire was the efficiency of a fire wall. Although the town had no fire extinguishing apparatus and water was scarce, a fire wall built between the engine room and the main building protected and saved valuable property on the other side of it. In no case where an elevator was burned

have we known of a fire wall proving such an efficient fire protection. If more elevators had fire walls between the engine room and the main building they would have lighter losses.

Kansas City elevator men insist on being permitted to dock receipts one hundred pounds to protect them against loss by future shrinkage of the grain. It is not reasonable to expect the country shipper to bear the loss due to shrinkage after it has left his hands. He must stand the shrinkage while he holds the grain and this is enough.

The elevator companies at Duluth have made a material reduction in storage rates to take effect June 1st. It is claimed, and with some show of reason, that the purpose of announcing the reduction is to discourage the erection of contemplated elevators. If the elevator men so desire they can change their minds and plans again before the first of June.

Chicago weights are more satisfactory than ever and further improvements may be looked for if contemplated changes are carried out. The new public weighmaster is working earnestly to perfect the service. He has already done much to prevent shortages and to insure correct weights. He is giving his personal attention to the work and will not tolerate a dishonest or a careless weighman.

It is somewhat amazing to compare the reluctance of certain grain shippers to join with and support the associations with their eagerness to share in the advantages and benefits of association work. If so much can be accomplished by the few earnest workers how much more could be done were all the members of the trade to join with the associations and give them the same hearty support.

Grain shippers are beginning to appreciate how very necessary equitable and stable freight rates are to their business success and some of them have expressed themselves as favorable to any laws or agreement which would secure equitable rates. The fluctuating rates which are cut to suit every Tom, Dick and Harry invariably cause trouble for the regular grain dealers and frequently cause them much loss.

To add to the confusion already existing in the rules governing the quantity of a carload of grain the New York Produce Exchange has recently decided that, during the three first months of each year a carload of wheat shall consist of 800 bushels instead of 925, and a car of rye of 900 bushels instead of 975. If the Exchange was bent on doing the trade good it would seem that it would enforce the same rule through-

out the year. The indefinite carload already makes much trouble for the shipper and receiver.

The elevator man who thinks that gasoline engines differ only in price has much to learn. Some who flattered themselves that they were saving much money by buying a cheap engine have afterwards found the engine to be very expensive. The first cost may be low but the expense for attendance, repairs and fuel raise the cost to an unexpected figure. A good engine is the cheapest and the most satisfactory in the long run.

The committee appointed at the last meeting of the Grain Dealers National Association has good reasons to be satisfied with the results of its work so far, and the prospects are that more good will come out of the quiet investigation being conducted by the committee than any shortage agitation which has been conducted heretofore. Several beneficial improvements have been made in some markets and more are prospective.

The Minnesota Grain Growers Co-operative Association has asked that the state appropriate the surplus funds in the hands of the Grain Inspection Department to build a terminal elevator for the special purpose of handling farmers' grain. The scheme is a very pretty one but the Supreme court of that state has recently decided that the legislature cannot appropriate money for private use. Hence, the Alliance workers will have to look elsewhere for their funds.

It would seem that the agitation against shortages in the different markets had been sufficient to put a stop to the railroads farming out the privilege of sweeping grain from cars after they are unloaded at the elevators. It has been stopped in Kansas City and at most houses in Chicago, but several of the roads seem to think that they get more for the sweepings than they would for carrying grain were they to require all of the grain to be swept into the receiving sink at elevator and weighed for shipper's account. This old practice of farming out the sweeping privilege is wrong to start with and it leads to the sweepers forming a league with the unloaders for the purpose of dividing the profits on the sweepings. It also gives a license to a man to enter the yards who has no rights there.

There is but little grain moving in central Illinois at present on account of the bad roads. Then, too, farmers are constrained to hold their corn for higher prices.

LETTERS FROM THE TRADE

WILL BUILD AN ELEVATOR.

Grain Dealers Journal: The grain situation in this part of the state of Iowa is reasonably good. We have had so far this winter good roads and look for the movement of a fair amount of grain from now on. Corn which is of good quality will average 50 bushels per acre.

We have ordered stone and sand for a new elevator at Butler, Ia., which will be erected some time in March. Our monthly grain dealers' meeting will be on or about Feb. 20. Wishing you success, we are, D. K. Unsicker Grain Co., Wright, Ia.

WILL DO WHAT THEY CAN.

Grain Dealers Journal: We enclose herewith a sample of our scale ticket. We have been placing a 2-cent stamp on each one upon which the money value was figured, and each night have

freight agent considers charges, 'Not what it is worth to transport an article a certain distance, but what it will stand!'"—Dowling & Purcell, North Bend, Neb.

A DOUBLE TAX IS UNJUST.

Grain Dealers Journal: I am putting a 2-cent stamp on every check I issue for grain bought of customers, also on drafts drawn against shipments of grain. Thus I pay twice for the same money; first to get money from shipment into the bank here, and then again to get it out in small lots to pay farmers for grain.

I do not object to placing a stamp on drafts drawn against shipments, as those amounts run from \$100 to \$1,000 or more; but I do most vigorously object to be compelled to put a stamp on checks that I issue to farmers in payment for grain sold me, to get the use of my own money that has already been taxed once by draft stamps. The farmers' checks vary in amount from \$1.50 to \$20 or more, the average being \$10 to

ORIGINAL.	
No.....189..
Load of.....	From.....
To GEO. W. BUTTERFIELD & CO.	
Bus.....	Gross.....lbs.
at.....	Tare.....
\$.....	Net.....lbs.
Payable at.....	
On.....	Off.....

given the bank a check for all that had been cashed during the day. We would be pleased to see something done whereby the revenue stamp would not have to be placed on the ticket, and will do what we can to gain that point. Geo. W. Butterfield & Co., Humboldt, Neb.

TICKETS NOT TAXED DURING CIVIL WAR.

Grain Dealers Journal: Herewith we hand you letter we have addressed to our representative in Congress. "Dear Sir: We wish to remonstrate against the decision of the revenue department in obliging the grain men of the country to put on each grain check a revenue stamp to the amount of two cents, as being entirely out of proportion to the amount of tax levied on other lines of business.

"The grain men of this country are handling grain on the basis of one cent per bushel margin, and quite frequently the loads are small. During the time that the stamp tax was levied to pay the expense of the civil war, we were in the grain business, and the question of stamping grain tickets was submitted to the department. It was decided it was not necessary to stamp them, that the giving of a stamped check for the whole amount paid during the day was sufficient.

"It would seem to us that the Commissioner of Internal Revenue looks at this matter the same as the railroad

\$15 per check. I am paying out more money for stamp checks than all merchants put together in my town. Since July 1 to date I issued over 1,400 checks, and thus have paid out \$28 to \$30 for about six months.

I think these checks issued to farmers for grain sold should not be taxed, and consider it an injustice to grain dealers. Not that I am unwilling to pay my just share of this war tax, but think that we are imposed upon and made to bear an undue proportion of this tax. This is class legislation, to which I am opposed.—G. C. Doehling, Bruno, Neb.

TAX IS JUST ON USERS OF BANKS.

Grain Dealers Journal: I do not think that grain dealers are bearing more than their share of the burden of the war tax; and think those who are trying to evade the law ought to be ashamed of themselves and cease to call themselves Americans. If the grain dealers do not wish to stamp their scale tickets let them pay cash for the grain as it comes in. In my own business nearly all the grain is delivered in lots of 500 bushels or more. When a man gets his corn delivered I give him a check for it and put a stamp on the check. The scale tickets that I issue are merely memoranda of weight, are not orders for money and seldom have even the price per bushel marked upon them. All settlements are made from my books and not from scale tickets. This

has been my method for several years and gives satisfaction. Very often no tickets at all are issued. If I had enough small amounts to pay to make the tax burdensome I should keep the cash on hand to pay them; but as long as I use the banking system I expect to pay the tax.—J. M. Elwell, Springfield, Neb.

REGULAR DEALERS AT KINGSLEY, IA.

Grain Dealers Journal: We have had some trouble through bidders sending their card bids to parties other than the regular dealers. The quotations get out among the farmers and cause us trouble. We wish to give notice through the Grain Dealers Journal to the firms bidding on the C. & N. W. Ry. from Chicago and their representatives in Sioux City and Des Moines; and commission men that would make quotations to a track shovel man, that the names of the regular dealers here are: Interstate Elevator Co., T. S. Cathcart & Sons and Edmonds, Shade & Co.—Edmonds, Shade & Co., Kingsley, Ia.

ADVANCING ON GRAIN A PERNICIOUS PRACTICE.

Grain Dealers Journal: As I have been reading your paper since its publication was begun, and have found you are reaching out a helping hand to the people who need it most, the grain dealers, I have had it in mind to speak through your columns to the many dealers who are interested enough in their business and welfare to be willing to do away with one source of great annoyance, trouble and loss. This is the old habit of loaning money to farmers or owners of grain, commonly called "advancing on grain" or "advancing on contracts."

For fifteen years I have worked against this practice wherever the opportunity presented itself. I have found in my work during that time that many dealers have made enemies of the men they loaned the money to and have lost their trade. Why? Because they wanted their money back again; and expected the farmer to deliver grain with which to settle the account. Many times I have known of farmers who have borrowed money from a dealer and instead of delivering him their grain they would go out of their way and inconvenience themselves to keep away from their friend who had accommodated them. It is the old story of "Accommodate a friend and make an enemy."

I have always held that if a farmer was good he could borrow money from money-lenders; and if he is not good why should the dealer allow himself to be worked? Now, if anyone can advance an idea showing how to do away with this practice, and keep it from springing up at every station, I, for one, would be glad to hear from him through the Grain Dealers Journal.—J. T. Blackburn, Auditor McFarlin Grain Co., Des Moines, Ia.

Cuba and Porto Rico will furnish a market for considerable bran and fodder. Cuban duties, effective January 1, are, per 100 kilograms, net weight: Wheat, 60c; corn, 30c; rye, 40c; barley, 50c; oats, 40c; wheat flour \$1.50; rye flour, \$2; corn flour, 50c; oat flour, \$1.20. One hundred kilograms are equal to 204.6 pounds.

ASKED AND ANSWERED

WHERE CAN A BLEACHER BE OBTAINED?

Grain Dealers Journal: Will you kindly advise us where we can get a machine for bleaching stained grain? We read occasionally about such work, and would like to install a bleacher, if practical. Howe Grain Co.

A CHICAGO BROKER'S LULLABY.

By H. S. W.

Come, all you little traders, now listen unto me;
A person whom we all know well is after us, you see.
Policemen we have never had within our peaceful walls,
But now John Hill is after us for selling puts and calls.

Lo hush! hush! hush! Here comes John Hill's fly cop;
Privilege trading right away you all had better stop.
Then hush! hush! hush! or else you'll get a ride,
So quit, you little gamblers all, before you have to hide.

THE SUPPLY TRADE

The Barnett & Record Co., of Minneapolis, Minn., capitalized at \$145,000, has been licensed in Illinois for \$19,000.

The Weber Gas & Gasoline Engine Co., of Kansas City, Mo., will build an entire new plant on a new location in the spring.

A stock company with a capital of \$25,000 is being formed at Monroe, Mich., for the purpose of manufacturing a dust collector for use in elevators and flour mills.

The Kaspar Oat Cleaner Co. has been incorporated at Chicago with a capital stock of \$2,000. The incorporators are Charles H. Lawrence, Otis R. Glover, Charles R. Vandercook.

The Weller Mfg. Co., 118-120 North ave., Chicago, has recently sent out some attractive circulars relative to their grain handling and power transmitting machinery, also one describing its new friction clutch pulley.

The Witte Iron Works Co., of Kansas City, Mo., has sent out a card headed "All Coons Look Alike to Me, So Do Gasoline Engines." This card contains some facts which would be well for one to think over before buying any make of gasoline engines. The experience of many elevator men shows that all gasoline engines look alike to them, and when buying they consider the price only, with the natural result—they get the most expensive.

The Dodge Manufacturing Co., of Mishawaka, Ind., the manufacturers of the Dodge Patent Independence Wood Split Pulley, Dodge Patent American System of Rope Driving, and of a general line of power transmitting machinery and grain handling machinery, has purchased all of the interests and good will of the Rice Machinery Co., located at 166 to 174 South Clinton street, Chicago, Ill. The Dodge Manufacturing Co. will continue to carry on the business at the old stand on South Clinton street, and will endeavor to retain the patronage of the many customers of the Rice Machinery Co. Under the Dodge

Manufacturing Co. the personnel of the business will be the same as under the Rice Machinery Co., the change being simply in name. The Dodge Manufacturing Co. report excellent business conditions throughout the country. Their various branch stores in New York, Boston, Chicago, etc., are exceedingly busy, and the factory at Mishawaka continues in operation night and day. The increase in trade was felt so greatly that in the latter months of 1898 it was found necessary to add to their already capacious factory a new brick building 300 feet in length by 80 feet in breadth. This building has been well fitted with all of the latest appliances for handling the trade quickly and economically, and with these added facilities the Dodge Manufacturing Co. will be able this year to live up to its well earned reputation of furnishing goods within specified time.

SUITS AND DECISIONS

Statements of an agent of a railroad company, while acting as such, showing its determination to furnish no more cars to a shipper, are admissible against the company in a suit for damages. *Houston, E. & W. T. Ry. Co. vs. Campbell (Texas)*, 45 Southwestern Reporter 2.

A stipulation that products sold for future delivery, and yet to be grown, shall be of a certain quality, amounts in law to a warranty. If not of stipulated quality buyer may accept what is delivered and in action for their price may set off his claim for damages for breach of warranty. *Morse vs. Moore*, Supreme Court of Maine.

That broom corn is grain has been decided by the circuit court of Pettis County, Mo., in the suit of W. E. Reavis against the Farmers' Mutual Insurance Co., but only when the panicle still contains the seeds. After the seed is removed from the stalks or stems of cereal grasses the latter cease to be grain in any sense of that term.

A refusal of the buyer to accept the draft before shipment arrives, when sale has been made by sample, and the consequent protest of the draft, does not warrant the cancellation of the contract; and upon the refusal of the consignor to ship the balance of the order, damages may be recovered for breach of contract. *Erwin vs. Harris*, Supreme Court of Georgia.

Judge Adams in the United States Court at St. Louis has approved the finding of the referee in the suit of the Burlington Elevator Co. against Tromanhouser & Bro., contractors, for \$50,000 damages on account of failure to carry out contract. A change in the location occasioned the disagreement which ended in the suit. The court advised both parties to co-operate in paying certain bills.

A bank, having advanced the full amount of draft with bill of lading attached, becomes vested with superior title to a shipment of wheat, and its position is charged with the same demands that could have been urged against the original shippers. Should the wheat not come up to sample the bank is liable for the difference. *Landa vs. Lattin*, Court of Civil Appeals, Texas, 46 S. W. Rep. 48.

MEETING OF KANSAS GRAIN DEALERS.

The second annual meeting of the Kansas Grain Dealers Association was held Jan. 10 and 11 in the G. A. R. hall at Topeka. At 2:30 the meeting was called to order by Pres. N. B. Hieatt of Willis. After the calling of the roll by Secy. E. J. Smiley, Pres. Hieatt made his annual address, in which he said: I have no address prepared, and if I had written one I could not read it. During the past two years of the existence of the Kansas Grain Dealers Association it has been very successful. This association was organized Dec. 29, 1896, at a meeting held in Holton, Kan. The attendance at that meeting comprised a handful, enough only to fill the offices. The first efforts were very discouraging. But through the persistent efforts of the secretary and board of directors it has had a steady growth, until now the members of this association number 418. This association has done much for the Kansas grain dealers. It has eradicated the scoop-shovel men, and now only six or eight are left in the state. It has established a checking bureau at Kansas City to check the weights of all grain shipped by members of the association and others, and the shippers have been well repaid. We hope that we can begin this year with new life and courage and get every dealer in the state and Kansas City to join our association.

The minutes of the last meeting, which was held at Wichita July 7, 1898, were read by Secy. Smiley.

The president appointed the following committee on resolutions: Geo. S. Hunter, Wellington; H. L. Strong, Coffeyville; L. Cortelyou, Muscotah.

A letter was then read by Secy. Smiley from J. C. A. Hiller, chief grain inspector for the state of Missouri, regretting his inability to be present, in which he said:

"I regret exceedingly that I must forego the pleasure of meeting with you gentlemen. There are so many things that I wished to confer with you about. The question of Elevator Weights is one of the prominent ones, also the system of grading grain on both sides of the State line at Kansas City; the impracticability of measuring the value of wheat by test-weight mainly; the impossibility of making test-weights agree in dry and damp or cold and warm weather, not to speak of the uneven loading of cars with light and heavy grain; the practice of mixing hard Winter and Spring wheat at country points and elsewhere, which depreciates the milling value of the grain, and probably a hundred other things I would have been glad to discuss with you. For the third time in my annual reports to the Warehouse Commission I have called attention to the weak points in our State weighing law, and have given my opinion that our department will not be able to give absolute correct weights until grain will be weighed on scales owned by the State, and under the exclusive control of the State weigher. I made many other recommendations that I honestly believe would benefit the grain trade, if enacted into law, but want of time excludes me from mentioning them in this letter. Although I am unable to meet with you this time, probably I may be able to correspond or confer with your officers some time in the near future. There are so many things in which we could co-operate for the common good of all grain shippers and dealers. I wish you abundant success in your endeavor to protect and promote your interests."

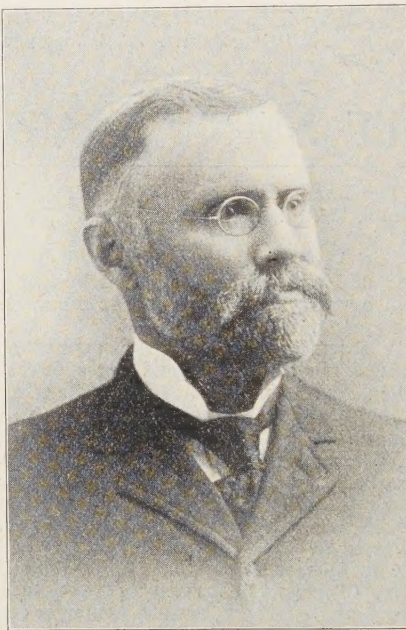
Secy. Smiley read a letter from Charles S. Clark, secretary of the Grain Dealers National Association, in which he regretted his not being able to be present owing to ill-health. In his let-

ter he stated that the loading fee was no longer a myth, but a reality, as several shippers had been allowed it by the railroads. Also that the association had caused all scoop-shovel men, against whom complaints had been received, with one exception, to go out of business, and that from all indications he, too, would soon be one of the past.

H. L. Strong of Coffeyville, Kan., read a paper on "Better Cars for Transportation of Grain," which is published elsewhere in this number.

A general discussion of Mr. Strong's paper followed.

H. Work: We have asked the railroads to fence in the various railroad yards at Kansas City and patrol them. The railroads said it would be impossible to fence them, owing to the fact that the yards were cut in by so many streets, but that they would be patrolled. That more new cars would be put into service, and the old cars called in and repaired.



Pres. L. Cortelyou, Muscotah, Kan.

Mr. Berry: As long as we accept old cars without a kick, the railroad companies will not give us new ones.

Mr. Sherman: If we do not accept old cars we don't get any.

Mr. Lucas: The association should use its influence to get cars built so when they get old they will not leak, and see that old cars are properly repaired and new ones properly built.

Mr. Work: Large shortages arise from using poor cars, but if you refuse old cars you generally have to wait a long time for a good one. If we accept poor cars we should take record of same and forward it to the secretary of this association.

Mr. Carkner: A list of the cars that are in bad order arriving at Kansas City should be taken and given to the secretary of the Kansas City Board of Trade, with instructions that he write the railroads often, advising them of the poor conditions of cars.

Mr. Cortelyou: If old, poorly coopered cars are given us, we should kick to the railroad agent, and if he insists

on our loading such cars, we should insist on his taking the billing at the railroad's risk.

Mr. Crofts: Most of my shortages come from shipments made in good cars and not in poor ones. I think the railroads ought to be compelled to put in scales at stations which ship 100 cars or more a year. The weighers at terminal elevators are at fault in not giving correct weights.

A. F. Sherman, Topeka, attorney for the association, read a paper on "Liabilities of Railroad Companies for Shortages," which is published in this number.

Secretary Smiley read his annual report, from which we take the following:

ANNUAL REPORT OF SECRETARY SMILEY.

It becomes my duty under our constitution to submit to you at our annual meetings a report of the work for the past year. One year ago the first annual meeting of the Kansas Grain Dealers' Association was held in this city. There were present about 90 dealers, members of our association. We then had a membership of 167. At that time comparatively few of the grain dealers south of the Kansas River were members of our association. Today we have a membership of 400 embracing all parts of the State. We have added to our membership during the year 235 new members and practically the whole State is now represented by our membership.

I think you will agree with me when I say the Kansas Grain Dealers' Association is to be congratulated on its phenomenal growth in one short year, yet there are nearly 200 dealers in the State that are not members of the association. I am of the firm belief that if the association will follow up the aggressive reforms inaugurated in the past year practically all of the dealers will realize the benefit to be derived from organization and gladly give us their financial and moral support. I receive letters from non-members telling me they cannot see any good in organization, etc., but assure me that as soon as I can show them where they would be benefited by organization they would willingly come into the organization and help support it. To this class I say, with few exceptions, you are receiving the benefits of organization in several ways.

As a rule these fellows want you to guarantee them at least 300 per cent profit the first month on an investment of \$3, but it is not fair to those now in the association that have put up their money without question, for me to spend my energies and time and the money of the association to show these people what can or cannot be accomplished by organization. I am perfectly willing at any time to do work of this kind when it will fall in with other work, with no additional expense. It does certainly seem strange that a business as large as the country grain dealers' business will not justify the expenditure of ten or twelve dollars per annum in the way of insurance when you might say that every week they will give it away on a few wagon loads of grain, needlessly. Some will ask, "How do you expect to put a stop to this?" In this way, treat your competitor as you would like to be treated. Don't endeavor to purchase all the grain in sight and deprive him of a living, but divide receipts with him. I can assure you that if you adopt this plan and live up to it, you will have less worry and a good profit in the business.

I will now attempt to explain what has been accomplished during the past year through the association. At the time I accepted the position for a second term I was ordered by the Board of Directors to put in as much of my time as possible visiting the dealers throughout the State for the purpose of securing their support both moral and financial, and second, for the purpose of placing the grain trade once more upon a paying basis. My first effort was to thoroughly organize the territory along the Central Branch railroad in the northern part of the State. The dealers in this section took very kindly to the plan proposed and now practically every dealer on this system is a member of the organization. You will notice by latest membership list that we have fifty-six members on this line.

Local Meetings.

At this time the idea suggested itself to me that it would be well to call the dealers that come in competition with one another together at some central point and have them become better acquainted; thinking that in this way the rivalry among dealers in the different country towns could be avoided. After securing the applications of all the dealers on the Solomon Branch of the U. P. railroad between Beloit and Solomson, I called the first meeting at Minneapolis. I think every grain dealer on the road was present at this meeting and it was indeed gratifying to see what could be accomplished at a meeting of this kind. The farmer, always awake to his own interests, when asking the dealer to make him a price on his product and receiving a reply would almost invariably say, "Why, wheat is worth a cent more at A and as the distance is no greater to A than this town, I will haul the rest of my wheat to B. & Co. at A." Although the dealer fully realizes that he has offered the farmer more than the grain is worth, he listens to his story and before Mr. Farmer has left the town he has purchased the balance of his wheat at the price the farmer has reported being paid in the other town; and, of course, as you all know, this fact is known by every farmer for miles around. Gentlemen, this is not an exceptional case, but one that is occurring daily all over the State. I visited a town a short time ago and while in conversation with the dealer a farmer came into his office and asked him what wheat was worth. The dealer promptly quoted him Chicago price that day for contract wheat, and Mr. Farmer as promptly came back, "more from force of habit than anything else," that wheat was worth a cent more over at the other town six or seven miles distant. The dealer told him that he quoted him Chicago price and was not paying price mentioned. Notwithstanding the farmer left the office declaring that he could sell his wheat at price mentioned and would haul it to the other town. I often think that if the regular grain dealers would protect each other's interests (and by so doing protect their own) as zealously as the farmers do their interests they would have more to show for their labors at the close of each year.

These local meetings have been a success from the start and as you know meetings of this kind are being held over all the State. About the first of August I made an effort to organize the southern part of the State. I visited all the towns on the M. P. west from Coffeyville to Conway Springs and secured the applications of most of the dealers, then I secured the names of the dealers on the Santa Fe in that territory and shortly after called a meeting at Wellington. I had written some sixty dealers personal letters requesting them to be present, and expected on my arrival in Wellington to find a good attendance, but imagine my disappointment on my arrival to find only six present and three of them residents of the town. Although somewhat discouraged I took the Santa Fe train west the next morning and put in about two weeks' time in the territory west and south of Wellington calling on the dealers, explaining to them the object of the organization and the benefits to be derived. I secured the application of every dealer in that territory. I then called another meeting at Wellington, where we had fifty-five dealers present and had an enthusiastic meeting. Today every regular dealer in the banner wheat counties of Sumner and Harper are members of our organization.

I consider it essential to the growth of the organization that these meetings be kept up as in this way, and no other, can we keep up the interest. Our constitution now provides for meetings to be held quarterly. I am satisfied, gentlemen, that it will be impossible to secure a good attendance of our members at each quarterly meeting and I would suggest a change in our constitution and instead of having quarterly meetings hold semi-annual meetings and then keep up these local meetings, having them at least every sixty days. The majority of the dealers do not care to lose two or three days' time in attending these general meetings, if held quarterly, and again, they are not as free to express an opinion in a general meeting of this kind as they are in their own neighborhood, where they are better acquainted.

Scalpers.

Now what has become of the scalpers?

We still have them in this State, but I wish to assure you that we have only one now where we had ten one year ago. What is a scalper and how do you define him, is a question that has been asked me numbers of times the past year. My definition is a specimen of humanity posing as a grain dealer that has no financial rating or facilities for handling grain other than a scoop-shovel; Or, a man with a good financial rating and a member of the Kansas City Board of Trade. The former, with few exceptions, we can handle, the latter handling his own grain at terminal markets is the one we will be compelled to guard against. Of the former we have comparatively few in the State of Kansas today for the reason that practically all of the receivers at terminal points refuse to furnish them prices and quotations, and, track bidders for grain refuse to bid them. On the Central Branch railroad today we have only one, and two years ago there was hardly a station but what had from one to three. It remains with the local dealers in a town to say whether the scalper will stay to bother them or not. If he will secure the name of the receiver that is handling this business and advise me I will promptly take it up with the receiver, and unless he will drop him it becomes my duty under our constitution to notify each and every one of our members. They being aware of this, and appreciating the regular trade, will advise the scalper that his business is not desirable and he will soon engage in some other business. I find that if this class of trade does not secure bids daily, offering



Sec'y E. J. Smiley, Concordia, Kan.

them a price, their track, they will soon give up the business. I attribute this to the small amount of capital they have to work on and the small margins on which they handle grain.

Now the scalper that operates under the garb of a member of the Kansas City Board of Trade is another proposition and one that we as grain dealers must solve. It would naturally appear to the country grain shipper that the members of the Kansas City Board of Trade would refuse to admit to membership any individual or concern that would buy direct from the producer without erecting and maintaining facilities for the handling of grain in the country. But, unfortunately it appears that such is not the case. The man who erects proper facilities for handling grain in the country and remains there throughout the entire year or maintains an agent to handle the grain offered him, whether he be a member of the Kansas City Board of Trade or of the Kansas Grain Dealers' Association, is different; of this class I have nothing to say. But the class that shows up during a good crop year and when there is a full movement of grain, but just as soon as farm deliveries fall short, haul in their muslin sheet and scoop-shovel, is the class, the regular shipper desires to be rid of. They pay no taxes, are of no benefit to a city or town where they are doing business and disturb the trade generally. How shall we get rid of them? I would like to hear the question discussed before we adjourn this meeting.

Better Cars.

During the past year we have secured better cars for the transportation of grain than ever before and especially is this true of the Union Pacific and Santa Fe railroads. We, as dealers, can secure still better service if we positively refuse to load cars with fine grain not in proper condition to hold and carry it. Gentlemen, you had much better leave the grain in the elevator or warehouse than load into cars that will distribute it from point of origin to destination. The general freight agents of the different roads advise me that they now have their terminal yards patrolled night and day by watchmen and that little if any grain is stolen from the cars in yards.

We have also greatly reduced the shortages at terminal markets, especially at Kansas City, but as this has been fully explained by the chairman of the check weight bureau and the supervisor of weights, I will pass over it. Is not what we have already accomplished in the short time we have been organized been worth the time and money spent? Let us sum it up, draw a balance and see.

Before we organized no country station was exempt from the scalper or scoop-shovel man. There was absolutely no recourse for any loss you might sustain from point of origin to destination or loss sustained in terminal elevators. There was no way provided for you to meet your competitor and become better acquainted, thus doing away with ruinous competition. Gentlemen, this has all been brought about in two years. When you take into consideration the existing conditions before the grain dealers organized and conditions today, you certainly will agree with me that a great reformation has been brought about. Today we are a power that, if properly used, will place the grain trade where it was years ago.

Has the organization reached the zenith of its prosperity and usefulness? I say NO, a hundred times no! We have just commenced a great work and the possibilities before us can hardly be estimated. We have the great grain States of Nebraska, Iowa, Illinois, Ohio, Indiana, Texas, and Oklahoma Territory organized with a national head. Why should we not make an effort to correct all of the evils known to the grain trade? There is no business in the land today equalling the grain trade. Let this be effected and you affect every other line of trade. The country grain merchant provides facilities for receiving all kinds of grain direct from the producer and prepares it for the market. Go with me, if you please, to the country stations and note the different kinds of grains offered by the producer. Corn in the ear, corn shelled, rye, wheat, flax and barley. What does the country merchant do with it? He provides at thousands of dollars' expense proper facilities for handling the different kinds of grain and properly prepares it for the markets. Suppose the farmer depended upon the common carriers to furnish cars to haul this grain as he might deliver it. How long would it be, gentlemen, until the equipment of every road operating in the grain growing States would be tied up and the railroads helpless.

Loading Fee.

Now, I ask why should not the common carriers compensate the country merchant for providing these facilities and allow him a rental of a certain amount per hundred pounds for all grain loaded from elevator or warehouse? The railroad companies provide facilities for handling package freight and become responsible for every pound of it. How can we secure this concession? In reply, I will say, by all the state associations working in unison as one organization, by moral suasion, and if not that way, by national legislation. No railroad official that has been approached on this subject questions the legality of the proposition, but so far they have preferred to give double the amount asked by the country grain dealer, to terminal elevators and in most instances build these elevators and keep them in repair. Gentlemen, let us agitate this question and keep it constantly before the minds of the country dealers until we secure this our just right.

The receivers in Kansas City, members of the Kansas City Board of Trade, have for the past six months shown a disposition to arbitrate differences arising between them and the country grain dealers and as we have no rules governing arbitration I submit the following rules for your ap-

proval, and if same meets with the approval of the organization, I desire to have them incorporated in our constitution. I submit the following amendment to our constitution:

Arbitration.

It will be the duty of the committee of arbitration to determine all disputes of a financial, mercantile or commercial character connected with or arising from any matter referred to in this constitution and by-laws, rules and regulations of this association arising between members of same or between any of them and others; when brought before it and render a just and equitable award thereon according to the evidence and best ability of the members thereof, not being responsible for the errors of judgment in any respect whatever nor for any damage done you for any loss suffered by reason of their acts.

All disputes, differences or disagreements of a financial, mercantile and commercial character among members of this association, and non-members, when such others assent thereto, shall be submitted to the committee of arbitration for final adjustment.

Neither party shall postpone the trial of a case longer than 10 days after it has been submitted, unless good cause can be shown therefor satisfactory to the committee. Trifling and unimportant matters shall not be entertained by the arbitration committee.

All evidence before the committee shall be taken under oath or affirmation and shall be duly recorded. In all such adjudications the committee shall construe all by-laws, rules and regulations of this association as being designed to secure justice and equity in trade and all awards and findings shall be made in conformity therewith.

Before entering upon the hearing of any case the members of the committee of arbitration shall be required to take and subscribe to the following oath or affirmation: "We do solemnly swear that we respectively will faithfully and fairly hear and examine all matters in controversy now to be submitted to us, and that we will make a just and equitable award or finding upon the same in conformity with the by-laws, rules and regulations of this association and according to the evidence to the best of our understanding; so help us God."

The committee of arbitration shall have power to issue citation to witnesses.

The committee of arbitration shall render the findings or awards in writing through the secretary within two days after its decision shall have been made. Such awards and findings shall be signed by the persons to whom submitted and shall be certified by the secretary. The official records and decisions of the arbitration committee and all other records of the association may be inspected by any member of this association upon application to the secretary.

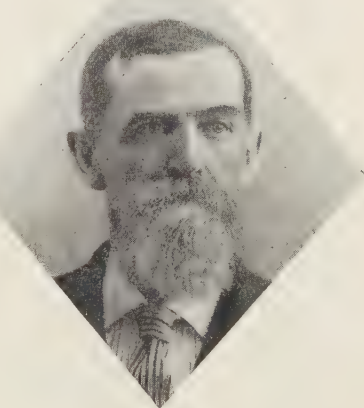
Weighing At Terminals.

I also find that the dealers throughout the State favor having their own representatives to weigh their grain at terminal markets. In order to accomplish this it will be necessary for us to have the present law repealed, with reference to the appointment of weigh-masters, by the governor of the State. I think it more than probable that many of the men appointed to this position secure their appointment through political influence and their fitness for the position is not taken into consideration at time appointment is made. If the members of the Kansas Grain Dealers' Association think it will be to their interest to have the entire charge of the weighing of their grain at terminal points through the association it will be necessary for us to incorporate under the laws of the State and secure the support of our representatives, in the repeal of the present law and of the enactment of a new law. This is a question of great importance and should be thoroughly discussed at this meeting. As you well know, we have our own representatives today at terminal markets that we are paying in addition to the state weighers appointed by the governor of the State. One of the advantages to be gained by having these weighers under the supervision of our association is that any or all of them can be promptly discharged when we find that they are not doing their duty. Under the present law if a man is found negligent in his duty the Chief Grain Inspector can recommend his removal, but that does not

always bring about the desired removal. He has secured the position by political influence and, being fully aware of this, will demand that an investigation be made of the charges preferred against him. As in other matters of this kind, it usually amounts to nothing. Second, each change in the State administration makes a change in the force, and I certainly think that the weighing of grain at the terminal markets is of too much importance to be left to inexperienced men.

Docking Receipts At Terminals.

Another thing that I desire to call your attention to and one that is of importance to every grain dealer in the State, is the taking of 100 pounds of grain from each car weighed at terminal elevators. State elevator concerns cannot legally make this deduction; neither do they claim that they have a legal right to do this, but when approached on this subject they claim that it is the custom at all terminal markets. Admitting that it is the custom, does that make it right? Why should we allow the taking of this 100 pounds? The elevator owner says he needs this amount to protect him against loss after his grain is loaded out of his elevator and consigned to the seaboard. Do you think this a reasonable excuse for his insisting on taking this 100 pounds? Can the country grain dealer convince his farmer friend that he is entitled to 25 pounds from every wagon load in order that his weights will hold out at the terminal markets? No! He buys the grain paying for what he receives



Treas. M. H. Roller, Circleville, Kan.

and then is compelled to give every elevator owner 100 pounds from each car. This matter has been discussed at every one of our meetings, but no action taken. On the 20th of November, the Chief Grain Inspector of the State of Kansas issued an order to all state weigh-masters to "make your report just as the scale beam reads, reporting the full number of pounds the grain weighs and not to stamp or write on your official certificate, 100 pounds allowed as you are doing now."

The elevator owners then after the certificates were issued erased the figures given on the official certificate and still deducted the 100 pounds. Why can't we get this matter before the present legislature and put a stop to it. There was handled by the Kansas elevators alone from April 22nd, 1898, to June 30, 1898, 35,378 cars of grain, and the deduction of 100 pounds from each 58,963 bushels at even 50c. per bushel amounts to the sum of \$29,471.50, an amount sufficient to maintain an organization seven or eight years. And this does not include the grain weighed on the Missouri side in Kansas City. I think if every grain dealer in the State could be brought to realize what it costs him annually we could soon put a stop to it.

Now, a word regarding the officers of the association. The president and directors of this association have given much of their time to association work and not one of them has received any compensation for the work. I think that the Board that will be elected at this meeting should be allowed a reasonable compensation for the time spent in the interest of the organization. I also think it will be necessary for us to increase our dues of the

coming year or reduce the expense and if this is done you will partially destroy the efficiency of the organization.

There are many other matters of importance that I should like to bring to your attention at this time, but fear I have taken up too much of your time already and will close with the request that every member of the organization will do all he can to make the association what we desire to have it.

I will further say, beware of receiving houses that tell you they are out for business and must get it from whom they can. Such firms will tear down your business for the sake of buying a few cars of grain from some irregular dealer or farmer. Let them severely alone as it is dangerous to do business with them. When they find the regular dealers are giving them the cold shoulder they will begin to see the folly of their way. That class of people must learn a lesson.

Fellow grain dealers, when you have made up your minds to do business on business principals you have solved a great problem. You are certainly justified in expecting better results in the future than in the past. Experience is said to be a good teacher, and we certainly have had plenty of it. I hope that every dealer present will in the future discharge his duty to the association as by so doing you will protect your individual interests as a grain dealer and at the same time encourage others not members. I feel certain that if the dealers now members of the association will give the officers the same support the coming year that they have in the past, your secretary at the next annual meeting will be able to report that all of the grain dealers in the great State of Kansas are members of the Kansas Grain Dealers' Association, and that by the time we issue a call for our next annual meeting it will be necessary for us to secure the largest hall in this city to accommodate the members present.

One word to our friends at terminal markets. Have we not in the past year shown you that it is our intention to treat you fairly? We hope in the present year that the country grain dealers and the receivers at terminal points will get closer together and fully realize that their interests are mutual.

The following gentlemen were appointed a committee on arbitration: W. A. Croysdale, Kansas City; E. D. Morgan, Coffeyville; A. F. Sherman, Topeka.

N. B. Hieatt said he had trouble over buying mortgaged grain, and would like to learn the experience of other members. Between July and December I bought about 800 bushels of wheat, and about ten days ago bought 1,000 bushels of corn from a farmer, who was a renter. After the renter received his pay for the corn he left for parts unknown to defraud his creditors. It seems unknown to me that this wheat and corn were mortgaged. The First National Bank of Horton held paper for rent on the wheat, and a bank in Robinson held a mortgage on the corn. The bank in Horton holds me responsible for rent and the bank in Robinson for the amount advanced on the corn, and have brought procedures against me for \$900.

M. H. Roller: I have bought mortgaged wheat. To realize on a chattel mortgage they must identify the grain. A mortgage on acres of wheat is not identification enough to procure wheat in the bushel.

Mr. Carey: In the last eight or ten years I have bought mortgaged wheat, and have been threatened with suits, but paid no attention to them whatever.

A parallel case was then cited which was decided in favor of the buyer of mortgaged grain, and it was moved and carried that the secretary be instructed to get a brief of this case and have it printed in pamphlet form for distribution among the members.

L. Cortelyou then presented a resolution asking that the official board at once take proper steps to incorporate under the state laws. This resolution was referred to the committee on resolutions, who decided that at this time it would not be advisable to incorporate, and recommended that the resolution be not adopted. The committee's report was adopted.

The following were appointed a committee on resolutions: J. T. White, O. A. Higgins, Geo. Hunter, M. H. Roller, Ed. Gregg.

Pres. Hieatt urged every member present to be sure and stay over for Wednesday's meeting.

The meeting then adjourned to 7:30 p. m.

TUESDAY EVENING.

B. F. Carey's paper, "Constitution as It Now Exists in Southern Kansas," was read by Secy. Smiley, and is as follows:

COMPETITION IN SOUTHERN KANSAS.

Will the regular grain dealer who owns a small elevator become a hired hand? It certainly looks like it, as competition exists in Southern Kansas. Unless something is done to secure equal rates for all, the favored ones will eventually drive out the regular dealers. The export company has cheap men to do its work, usually men that have business of their own which does not require all of their time. What they make on grain is clear gain, as they have nothing tied up in the business and pay no taxes, neither do the export companies pay any taxes in the county. They are ruining the business of regular dealers.

Within the town where I live and own an elevator, or on the line west for fifty miles there is not a dollar in elevators or grain houses of any kind, that are owned by men who are buying grain or working for the export company. The company gives them better prices than they will the regular dealers, or, in other words, they bid the farmer through their agents the same prices they do the regular dealers, so there is no chance for him to make a living. And the only way out of the difficulty is to prevail on the railroad company to give equal rates.

Another thing, I will suggest that every man who owns an elevator with capacity of 10,000 bushels should have a loading fee of two cents per hundred. I think that would do away with the shortage of cars. The scoop shoveler or scalper always has more cars and keeps them longer than an elevator man is allowed to. I think this fee is nothing more than is due the country shippers for the reason that they furnish facilities or storage room for holding grain and storing grain as agents for the railroad companies during car famines.

The railroad companies in the State of Kansas build and maintain stock yards upon their right of way. Furnish water and all other conveniences for the live stock shipped. And it is only right that the grain shipper should receive the same treatment. In my opinion there should be a committee appointed by this association to secure a loading fee and equal rates for all shippers, whether exporters or country grain dealers.

L. Cortelyou made his report as chairman of the Weighing Bureau, which was accepted by the association. This report was very interesting, and brought out some of the causes of shortages. He said one car had been shipped to Kansas City weighing 51,100 pounds, while the weight reported at the terminal elevator was 40,000 pounds, a difference of 11,100 pounds, which the shipper had to stand. The check men are in Kansas City to check the weights and not to weigh the grain; their report is taken as final evidence. All shortages in shipments to Kansas City are not due to any fault on the part of the Kansas City receivers, but

to badly coopered cars and poor railroad equipment. If a shipper will persist in loading poor cars he cannot expect anything but poor weights. One of the checkmen was up in the top of one of the elevators and answered the call at a speaking tube. He was asked if he was ready to receive the rake-off. In one elevator there was a leak in a spout from a hopper to a cleaning machine, which allowed grain to accumulate on the elevator floor ankle deep. At one of the elevators a car was found standing open and a man in it sacking wheat. When asked if he was stealing he said no; he was hired by the foreman of the elevator. The foreman, when first presented with this evidence, denied it. Finally he admitted he had been stealing grain, but that he was forced to do it on account of his salary being so small that he could not live on it. At another elevator the track scales were found out of order. A test was made, weighing the grain first on the track

bushels at the elevators or mill. He replied there is no cure for every evil. Shortages exist that cannot be accounted for. Scales at one end of the line or the other may be out of repair and cause an apparent shortage. We have employed at Kansas City competent men, but it is hard to get a check on grain which is weighed in a hopper scales, as they are unable to tell exactly whether it is all spouted into the hopper or not.

Mr. Christian, Kansas City: I am heartily in favor of the check weighing committee, and believe it to be a good thing, but you must not lay all the blame on Kansas City, as nearly one-half of all the weights of cars that are shipped into Kansas City are estimated according to the loading line.

Mr. G. N. Consley read his report as Supervisor of Weights, which was accepted by the association. It was also ordered that his report be published in pamphlet form and sent to every railroad man and elevator in Kansas City, as well as to all members of the association.

SUPERVISOR OF WEIGHTS REPORT.

I took charge of the checkweight bureau at Kansas City, Nov. 1, 1898, having been appointed to the position of Supervisor of Weights by the Board of Supervision, and the following day opened an office at 612 Exchange building. On the same date five checkmen were appointed, and on the following day, three more; this force was later increased to fifteen men, but has since been reduced to eleven. We are checking at twenty-one elevators and mills, changing the men about as occasion requires.

At first we were not very well received by some of the elevator people, they looking upon us as spies or third-rate detectives. Even some of the receivers were not in hearty sympathy with us; but as soon as we showed to these people that we were there in a legitimate manner to look after the dealer's interests in a businesslike way, and to see that justice was done to all parties, the feeling changed and opposition vanished. Now we have the hearty co-operation of every receiver and every elevator firm in Kansas City.

From Nov. 22 until the close of business, Jan. 5, we checked 6,732 cars, for which we collected the sum of \$1,653.25, payment having been made out for salaries to checkmen, stenographer and myself, \$1,586.24, leaving a credit of \$67.01 against incidental expenses.

On Dec. 27, by order of the Committee of Supervision, I sent one man to Coffeyville to check the Missouri Pacific elevator. At the close of business Jan. 5, he had checked 184 cars, for which we received \$46, which is included in the sums total given above.

Leaking Cars.

As the department of which I have had charge was established for the purpose of securing better weights, I will devote considerable space to the subject of shortages. First, the various causes producing these shortages, and next, remedies for the same. The first cause is the large number of inferior cars furnished. Of 4,000 cars, belonging to eight of the principal systems entering Kansas City, checked between Nov. 2 and Dec. 15, 1,016, or 25 2-5 per cent, were leaking. These cars were divided among the eight systems as follows:

Rock Island, 930 cars; leaking, 272, or 29 2-5 per cent.

Union Pacific, 880 cars; leaking, 176, or 20 per cent.

Q., 730 cars; leaking, 181, or 24 2-5 per cent.

Santa Fe, 600 cars; leaking, 135, or 22 1/2 per cent.

Missouri Pac., 420 cars; leaking, 90, or 21 2-5 per cent.

Grand Island, 280 cars; leaking, 111, or 39 3-5 per cent.

Frisco, 90 cars; leaking, 33, or 36 2-3 per cent.

K. C., 70 cars; leaking, 18, or 25 5-7 per cent.

Many cars have arrived at the elevators in Kansas City in condition showing them to have been utterly unfit to load at the time they were accepted by the shipper. Two classes of cars, especially, should nev-



Frank Thoman, Summerfield, Kan.

scale and then in a hopper scale, and showed a difference of 2,000 pounds. The weighman claimed the hopper scale to be out of order, but investigation showed that the track scale had a broken casting, which caused the trouble. At another elevator it was found that three families made a living out of the sweepings. At another, that a feed store was being run from the stealings, but that since the putting in of the checking bureau this store had gone out of business. The state weighers at Kansas City do not do anything they can help, but draw their salaries. One foreman stood in with one of the weighmasters and they accumulated 1,500 bushels of wheat. Car No. 37,552, shipped from Russell, was 2,070 pounds short, but the shipper never knew it, which shows the importance of all shippers furnishing Mr. Consley with shipping weights and car numbers. Some of the shortages were due to loading the car too full, causing the grain to leak out over the top of the grain door.

Mr. Cortelyou was asked how to collect for a shortage when the railroad companies bore one out in his weights, and there was a shortage of 15 to 25

er be accepted, i. e., fruit and refrigerator cars. They were never constructed for the purpose of carrying grain, and it is almost impossible to secure them in such manner as to prevent wheat and other small grain from getting behind the linings; frequently in large quantities. A checkman, in one instance, broke open the lining in one of these cars and took out about 15 bushels of wheat; and we have in many cases taken out 5 to 8 bushels from cars apparently empty. We have had a number of combination stable cars loaded with wheat, always to the detriment of the shipper. The fault, however, does not all lie with the railroads. A very large per cent of the shortages is due to insufficient coöperation. It is not an uncommon thing for our checkmen to find cars in which the grain doors have not been nailed. Of course, this is an oversight on the part of the shipper, but it is inexcusable.

The next mistake that many shippers make is in loading too full. I think that the requirement of many railroad companies that cars shall be loaded to a certain capacity is a mistake. The shipper, endeavoring to comply with this requirement, very often is compelled to load his car a considerable distance above the lining. Then he very frequently neglects to build his door up to the top of the wheat, and there is not a day but we find cars with wheat running over the top of the side doors, and it is not an infrequent occurrence to find wheat running out of the end doors. This could be prevented, to a certain extent, by a little extra care on the part of the shipper loading the car. I wish to say here that no car should be loaded with wheat or corn above the wainscoting, and any rule which requires the shipper to load cars to a capacity which necessitates the grain to be several inches above the wainscoting is an evil which should be abolished.

Shortages in Railroad Yards.

The next place where shortage occurs is in the railroad yards. There are two or three causes for shortages which occur here. First is the careless handling of heavily loaded cars by switch gangs. Several instances have come under my observation where cars have been struck so hard that, owing to the insecure fastening of the grain doors, the doors were shunted to one side, and wheat in large quantities escaped from the car before it could be secured. This wheat is usually allowed to remain where it is lost from the car, and is eagerly sought after by gleaners. Next, is pilfering in the yards. Cars are frequently broken open in various ways. A few days ago one of our checkmen found a car open at the end; whether broken in the yards or whether it had not been sealed at point of origin, we have no means of knowing. There was a swarm of children about this car; some of them inside, filling buckets, and others carrying the wheat away. Our checkman called the attention of one of the railroad employees to the matter and the car was at once sealed.

A few days ago one of our checkmen found car 8393, M. P., in the C. & A. yards, with one side door standing open, and there was a large depression in the wheat, indicating that at least 10 or 15 bushels had been taken from the car. I have been unable to locate this car, as it has not been unloaded at any elevator under our care, and we have had no advice concerning it from either receiver or shipper. Wherever it is unloaded there will certainly be a shortage show up, and the mill or elevator will get the blame for a short weight. There should be more efficient police system in the railroad yards, and the terminals should have a more efficient switching system. Cars often lay out twenty or thirty days after they have been ordered, before they reach the elevator designated. I do not know whose fault this is, but there is certainly a lack of system somewhere.

The next evil is the recklessness displayed in the care of seals, especially on the Missouri side. Seals are left at the elevators to be used by the foremen for the purpose of resealing such cars as for any reason cannot be unloaded, after having been broken for that purpose. These seals lie around in any convenient place, and it is possible, and indeed very easy, for persons who have no right to these seals to obtain them. The method used by the most of the elevator people in resealing cars is very simple, and one easily copied by persons so choosing. The door is closed in the usual manner, and, after the seal is put in the proper place, the lead is struck with either a hatchet or car pin for the purpose of battering it down. Of course this is effective, but there is nothing

to indicate that this has been done by any one having authority to use seals. Grain thieves avail themselves of the opportunity to secure a number of these seals and under cover of night, and even in daylight in some yards, cars are broken open, a greater or less amount of wheat taken out, and the car resealed in a manner identical with that employed at the elevator. Elevators should be required to have a car sealer with a private stamp. This should be carefully guarded and never used except by the foreman or such employe as he may designate, and having been used, should be immediately returned to a secure place. It is to the interest of the elevator people themselves to see that this is done. A few elevators have private seals, but the majority have not.

Shortages At Terminal Elevators.

So far I have treated of causes of shortages and evils over which our office can have no control, and for which I have been able to suggest remedies. We will now consider causes which have or may exist at elevators themselves. I will first treat the matter as I found conditions existing sixty days ago. The first evil which was brought forcibly to my notice was the carelessness exhibited in unloading cars at many houses. There seemed to be a secret understanding between the laborers employed to unload cars and certain other parties who swept the cars after leaving the elevator. I recognize the fact that it is impossible for the men who unload the cars to get all the wheat out of the car. There are little nooks and corners where small amounts will lodge, and the men cannot take the time to secure these little leavings. In my estimation 15 or 20 pounds is not an unreasonable amount to leave in the car, and it is proper that the elevator people have some one to remove these leavings carefully. I see no impropriety in allowing them the benefit of this, providing the gleanings are limited to the amount above named. I found, however, that this privilege had been sadly abused, and large amounts of wheat allowed to remain in cars at some houses; and the sweeping of cars had become a very profitable business. Persons engaged in this industry had, in some instances, erected shacks or temporary houses convenient to certain elevators, and here they collected their gleanings and made disposition of the same. I at once brought this matter to the attention of elevator foremen and owners or operators with the result that this evil has been abolished, and there is not now at a single elevator in Kansas City a possibility for any one to do a profitable business in sweeping cars. It has been necessary for our checkman in some instances to watch this matter very closely, and for that matter they all have this object in view and note carefully that every car is unloaded and swept properly before it leaves the elevator.

Next came the carelessness with which wheat was handled at the dump. Some of the houses have very poor facilities for unloading, and a car having been broken open, the wheat is allowed to run out, in some cases upon the ground and scatter about in quantities. Naturally the first car unloaded loses more than cars following, and this would be repeated as often as a "clean-up" was made. We took this matter in hand and asked the foreman at such houses to be more careful in securing the wheat if it came from the car. This evil has been remedied to a large extent.

I next asked for an even show on the break of the scale at a number of houses. I found such houses breaking on 50 pounds and usually marking the weight back to the last fifty. I asked the weighmasters at these houses to give or take from 25 pounds, i. e., if the actual weight was more than 25 pounds, mark the weight on to the next 50. If it was less than 25 pounds, mark it back to the last 50. Some of the weighmasters acceded to this request, while others preferred to break on 10 pounds and mark the actual weight.

The next trouble encountered was lack of watchfulness of condition and improper care of scales. We found many elevators running on the principle of the average country shipper, i. e., presuming that because their scales weighed correctly last year, they must necessarily weigh correctly now. We found some track scales with one corner or one side down; at least one broken and others where the pit had been allowed to fill up with the accumulation, seemingly of months, or perhaps years. This appeared to be simply a matter of neglect and carelessness, and as soon as the condition was brought to the notice of the proper parties the scales were overhauled and put in good working order. I have frequently asked to have various

scales tested, and my request has always been complied with. Several houses have put in new scales, and others are preparing to do so. There seems to be, at this time, a general disposition on the part of the elevator men to equip their houses so as to give least cause for complaint on the part of their customers. As this subject has been carefully and elaborately handled by the worthy chairman of the committee of supervision, I will pass to something else.

The scale inspector of Kansas City, Mo., has on at least two occasions shown thorough incompetency, and I would suggest that the association make some arrangement by which we can have scales tested by a competent man.

Advices of Shipments.

At the time I took charge of the office at Kansas City, I sent out a circular letter to a large number of dealers, and the secretary of the Kansas Grain Dealers' Association, Mr. Smiley, also sent out a circular, in which we requested the shippers to send duplicate invoices of all shipments to my office at Kansas City. A number of shippers did this for a while, but soon grew careless. I sent out a second circular letter that seemed to do little good along this line. I would state, however, that since the distribution of my circular letter, dated January 2, accompanying Mr. Smiley's circular No. 6, a large number of shippers have complied with my request, and I trust that others will do so in the near future.

I now wish to say to this assembly that it is absolutely necessary, for your own protection, that you keep in close touch with our Kansas City office. As proof of this I wish to state, and the records in my office will bear out my assertion, that the best results have been obtained by shippers who promptly sent me their advices; and that the largest shortages have occurred in cars on which we had no advice from either shipper or receiver. You will readily see that in case a car is robbed in the yards, and this fact is made known to our checkmen, or, as in some instances, comes under their personal observation, if we know who has shipped this car we can make a report and the shipper will have good grounds for a claim against the railroad company. We have furnished evidence in at least two cases of this kind, and would gladly furnish more if we were sufficiently advised.

I would further request that in all communications with my office you be as honest with me as you would with your lawyer if you had a bad case at court. I cannot understand why a shipper, whether a member of our association or not, will write a private letter to his receiver stating that there is a certain amount of wheat in his car, and then raise his invoice both on his tag and on the duplicate sent to our Kansas City office. Yet this has been done in more cases than one. I would also state here that many of the receivers at Kansas City raise their weights to the elevators. Within the past few days one prominent house raised a weight 8,000 pounds and another house raised a weight 12,000 pounds, while a little matter of 1,000 to 5,000 pounds is an every-day occurrence. This places us at a disadvantage, as we seem to have a shortage when in reality there is none.

In conclusion, I would ask that this association by its board of directors at once take up with the railroads the question of car and terminal service. Demand better cars; demand better switching facilities and demand a better police system in the yards at Kansas City.

Of the individual members I would ask that you positively refuse to load bad order cars. Next, that you look carefully after your scales and see that all your grain is carefully and accurately weighed, and that your cars are properly secured before they leave your station. Make it a point to know that both side and end doors have been properly sealed. Then send an accurate copy of your invoices to our Kansas City office. Then, if you will continue to furnish me with an efficient corps of men, I can promise you the matter of serious shortages at Kansas City will have become a thing of the past.

Secy. Smiley's financial report showed that he had received during the year of 1898 \$2,996, and expended \$2,900.48, leaving a balance Jan. 1, 1899, of \$95.52. His report was accepted by the association.

Treasurer M. H. Roller made his report, which showed that on Jan. 1, 1898, he had on hand a balance of \$21.76, and had received during the year of 1898, \$2,976.21, and paid out \$2,902.45, leaving a balance Jan. 1, 1899, of \$95.52. This report was accepted by the association.

A general discussion then followed relative to allowing 100 pounds dockage, which is according to custom taken off each car of grain arriving at Kansas City. Some were in favor of trying to stop it, and others not, as they thought it fair to allow this much shortage. The meeting then adjourned to Wednesday morning.

WEDNESDAY MORNING.

The meeting was called to order at 10:30. A paper was read by W. A. Hinchman of The Kemper Grain Co., Kansas City, on "Is Consigning Grain More Profitable than Track Selling?"

W. S. Washer of Atchison told in a very entertaining manner "Some of the Trials and Pleasures of a Traveling Solicitor."

E. D. Morgan of Coffeyville then read a paper on "Uniform Grading of Grain."

Following this was a paper by L. Cortelyou of Muscotah, "Our Duty to Our Association."

M. R. Orthwein's paper, "Has Track Buyer Right to Sell for Account?" was not read. Mr. Orthwein, through his representative, Mr. E. Gregg, asked to be excused. Owing to the recent death of his father he had not prepared paper, but was in sympathy with the entire workings of the association. An informal discussion of Mr. Orthwein's subject followed, and each speaker was limited to two minutes.

Mr. Lint: I move that a committee of five be appointed to determine the salary of Pres. Hieatt and L. Cortelyou for services rendered in the past, and to name the compensation that the governing board should have in the future. Carried. The following were appointed by the president: J. T. White, M. J. Thorstenberg, M. T. Williams and A. Logan.

Mr. Lucas: I move that we nominate candidates for offices during this morning session, so that the members will have a chance to think it over; that a ticket be printed with the names of the different candidates and in voting scratch off the names of those not voted for. Also that the voting be done by roll call. Carried.

The following were nominated: N. B. Hieatt and L. Cortelyou for president; S. B. Carter and O. A. Higgins for vice-president; E. J. Smiley for secretary; M. H. Roller for treasurer; A. F. Sherman for attorney; H. Work, Geo. Hunter, E. K. Neving, Sam Cole, J. T. White, Frank Thoman, C. E. Smith, J. C. Goings, J. P. Rippey and H. L. Strong for directors.

The following resolution was then read by Secy. Smiley, referred to the committee on resolutions, and finally rejected: "Whereas, Each and every one of us have small claims which can be successfully litigated, and the amount is too small to warrant an attorney's fee; and,

"Whereas, We have a general attorney for the association, be it hereby

"Resolved, That our general attorney be voted a salary of \$200 for the year of 1899, to be paid quarterly out of the

funds in the hands of the treasurer, with the understanding that he will act as attorney for members of this association in their individual suits in which grain business is involved, without any further attorney fee."

The president appointed the following committee on legislation: A. R. Ousler, A. C. Sherman and E. J. Smiley.

The association then adjourned for dinner.

WEDNESDAY AFTERNOON.

The afternoon session was called to order at 2 p. m., and the election of officers for the ensuing year commenced.

It was moved and carried that as the association wished to keep both Mr. Hieatt and Mr. Cortelyou in the traces of association work, and both being nominated for president, that the one defeated would be considered elected as one of the three directors.

It was moved and carried that firms members of the association having representatives in attendance at the meeting, be allowed a vote by their representatives without a written proxy.

The election resulted as follows: President, L. Cortelyou, Muscotah; vice president, O. A. Higgins, Stockton; secretary, E. J. Smiley, Concordia; treasurer, M. H. Roller, Circleville; attorney, A. F. Sherman, Topeka. Directors: H. Work, Ellsworth; N. B. Hieatt, Willis; Geo. Hunter, Wellington.

It was moved and carried that the secretary be instructed to cast a unanimous ballot for N. B. Hieatt as third member of the directory.

Mr. Hieatt then moved the vote for L. Cortelyou as president be made unanimous. Carried.

In accepting the office of president, Mr. Cortelyou said: I wish to thank the members of the Kansas Grain Dealers Association for the honor that they have conferred on me in making me president of this association. I consider it an honor and pledge my best efforts to do what I can for the welfare and the best interests of this association and its members.

The other officers elected all said a few words thanking the members for the honor conferred, and stating that they would work for the best interest of the association.

L. Cortelyou moved that a vote of thanks be extended to Mr. Hieatt, the retiring president, for faithful work performed during his incumbency. Unanimously carried.

The committee on salaries reported. It recommended that N. B. Hieatt be allowed \$200 for past services, and that the salary of the president in the future be \$200, and of the directors \$100 per year. That the directors adjust and arrange all salaries of other officials.

This report was accepted and the committee discharged.

L. Cortelyou, chairman of the Committee on Resolutions, read resolution on dues.

Mr. White moved the H. Works resolution regarding dues be amended by making the dues \$2.50 instead of \$2 per quarter, or \$10 instead of \$8 per year. Carried.

Mr. Cortelyou continued the report by reading the following resolution:

"Whereas, The work of the Check Weight Bureau of the Kansas Grain

Dealers Association has plainly revealed the fact that the present system of weighing grain under the control of the inspection department of the state of Kansas is altogether unsatisfactory, and in many cases subject to criminal carelessness at the hands of the state weighmasters; and,

"Whereas, the Kansas Grain Dealers Association has organized and successfully maintained for two months, the Check Weight Bureau that has reduced the shortage to a minimum and plainly proven the inefficiency of the present system; therefore, be it

"Resolved, That it is the sense and will of this association in annual meeting assembled that the present system of weighing grain in all public elevators in Kansas be abolished, and that this association pledge itself to do all in its power to have the necessary legislation passed at the present session of the legislature of Kansas to accomplish this end.

Mr. Crotts moved as an amendment to this resolution to refer this matter to the legislative committee, who should formulate the proper course to follow in regard to suitable legislation, and also to try to meet a committee from Missouri, that they might be able to effect further legislation together.

Mr. White moved to amend the above to provide that the committee be instructed to investigate and determine if it would be constitutional to have a law passed authorizing the check-weight committee to weigh legally. Carried.

It was moved and carried to lay H. Work's resolution in regard to changing the present rules of inspection of grain on the table. The resolution was as follows:

"Resolved, That we, as an association, recommend and request of the Chief Grain Inspector of the state of Kansas that he change the present rules of inspecting grain so that the grades of all grain shall be based upon the poorest quality of grain found in such cars. Also, that he instruct all deputy inspectors to obtain their samples from all portions of all cars inspected, and that he see that such instructions are obeyed.

Secy. Smiley read the following resolution as an amendment to the Constitution and By-Laws. After some discussion it was adopted: "Resolved, That members of this association who have more than one elevator pay \$2 per house per year, in addition to their regular dues."

The following resolution was read by Mr. Cortelyou and adopted by the association:

"Resolved, That this association advise and instruct all shippers finding cars unfit for loading of grain report same by car number and initial to Secy. Smiley, and also that the Check Weight Committee be instructed to do the same on all cars so found by the check-weighter at Kansas City, and that Secy. Smiley then be instructed to take up this list and notify the several railroads that these cars are condemned and unfit for loading."

Mr. Work moved that a vote of thanks be tendered the representatives of the grain dealers' journals for their attendance at the meeting and for their work in behalf of the association.

The meeting then adjourned sine die.

CONVENTION NOTES.

They say Topeka is a prohibition town.

Pres. Cortelyou set up the cigars after election.

They say that Secretary Smiley's rising hour is 2 a. m.

The Union League Club proved to be a very popular resort.

Topeka makes a good convention city, but it needs more hotels.

The association took in some new members during the meeting.

Edson Gregg says you can get more grain out of an elevator than you can in.

N. B. Hieatt would like to borrow \$900. Buying mortgaged grain is expensive.

One of the Kansas City crowd only needs to register his first name at Topeka hotels.

The first time printed ballots were ever used at an election of a grain dealers' association.

Robt. F. Coates, of the J. H. Teasdale Commission Co., was the only one present from St. Louis, Mo.

The close of the markets each day were reported by Edson Gregg, of Chas. F. Orthwein & Co., Kansas City.

The Northwestern Miller was represented by R. E. Sterling, and the Grain Dealers Journal by J. Carver Strong.

W. S. Washer, representing S. R. Washer, of Atchison, Kas., distributed lead pencils as souvenirs, bearing an ad of his firm.

McCloud Bros., of Marietta, Kan., had an automatic weight on exhibition. It worked perfectly and to the satisfaction of the most skeptical.

A. Freeman, formerly secretary of the Moffet Commission Co., at Kansas City, was present. Mr. Freeman is thinking of entering the grain business for himself.

Two colored minstrels entertained the grain dealers in the office of the National hotel Wednesday evening with songs, accompanied with guitar and banjo music.

Robert T. Pearce represented the Great Western Mfg. Co., of Leavenworth, Kas. Edw. R. Ordway, the Invincible Grain Cleaner Co., of Silver Creek, N. Y., Mr. Johnson, the Nordyke & Mormon Co., of Indianapolis, Ind.

The following Kansas City grain firms were represented: Bomgardner Grain Co., by J. W. Bomgardner; W. E. Croysdale & Sons; B. C. Christopher & Co., by Stanley Christopher; Hall & Robinson, by Thos. C. Dick, and Alfred Hertz; Goffe, Lucas & Carkener, by G. S. Carkener and P. F. Lucas; Samuel Hardin Grain Co.; The Kemper Grain Co., by W. A. Hinchman; Chas. F. Orthwein & Sons, by Edson Gregg; Allen Logan; Murphy Grain Co.; Barrett Grain Co., by Frank Barrett.

The following members of the association were present: E. T. Burns, White-water; W. T. Buck, Vliets; Mr. Berry, Wichita; L. H. Boyd, Russell; E. G. Barrett, Wellington; Cole Bros., Harper; S. B. Carter, Wellington; L. Cortelyou, Muscotah; T. L. Ewan, Topeka; J. M. Flint, Willisville; W. F. Green, Wichita; L. H. Hammett, Schroyer; A. S. Hall, Effingham; O. A. Higgins, Stockton; N. B. Hieatt, Willis; Frank Igon, North Topeka; W. H. Joslin, Randall; H. W. Kueker, Niles; C. Knox, Bellplain; C. W. Lord, Delphos; E. D.

Morgan, Coffeyville; J. S. Macauley, Wichita; L. Noel, Glasco; A. R. Ousler, Circleville; A. T. Pierce, Effingham; H. M. Roller, Circleville; C. E. Smith, Effingham; E. J. Smiley, Concordia; H. L. Strong, Coffeyville; A. C. Sherman, Topeka; Frank Thoman, Summerfield; D. N. Thompson, Topeka; N. J. Thorstenberg, Lindsberg; Townsend & Gibbens, Andale; J. G. West, North Topeka; M. T. Williams, Caldwell; Wynn & Co., Perth; J. T. White, Ada; Wood Elevator Co., Minneapolis; C. M. Wilkinson, Wamego; W. S. Washer and F. P. Lint, Atchison; A. F. Sherman, Topeka; H. Work, Ellsworth; E. K. Neving, Wichita; J. C. Goings, North Topeka; J. P. Rippey, Stafford; A. D. Crotts, Pretty Prairie; G. C. Rodgers, Beloit.

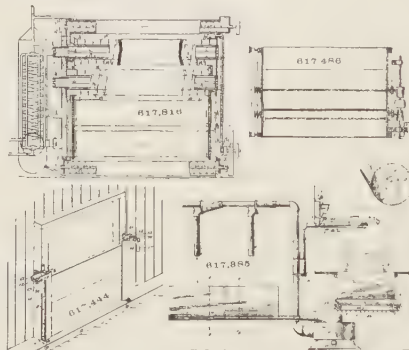
PATENTS GRANTED

John C. Johnson, of Uniontown, Pa., has been granted letters patent No. 617,961 on a bag filler.

John E. Mitchell, of Jackson, Mich., has been granted letters patent No. 617,345 on a grinding mill.

Edward E. Truscott, of St. Joseph, Mich., has been granted letters patent No. 617,372 on an explosive engine.

Frederick R. Simms, of London, Eng., has been granted letters patent No. 617,660 on an explosive engine or motor.



Emil Bauroth and William F. Bauroth, of Springfield, O., have been granted letters patent No. 617,388, on a gas engine.

Willis P. Right, of Blandisville, Ill., has been granted letters patent No. 617,385, see cut, on a grain elevator. This pneumatic grain elevator is the combination of a conveyor fan and storage bin, a conveyor pipe leading to the bin, and a discharge pipe having one end terminating adjacent to the receiving end of the conveyor pipe.

Benjamin Holt, of Stockton, Cal., has been granted letters patent No. 617,486, see cut, on a grain separator. This grain cleaner consists of cleaning screens which are mounted on shoes that are supported so as to permit of a horizontally oscillating movement. To these shoes are fixed anti-frictional rollers or surfaces so shaped as to give the required amount of shake to the screens.

William M. Linvill, of Kokomo, Ind., has been granted letters patent No. 617,444, see cut, on a grain car door, and assigned one-half to Henry H. Wilson, of same place. The principal feature of this door is the combination with the grain door jambs, of hinged

clamping plates, and a screw for forcing the clamping plates against the grain door. This makes a tight joint and prevents leakage of grain.

Joseph Senior, of Wakefield, Eng., and Reginald Bury and Henry M. Walker, of Barnsley, Eng., have been granted letters patent No. 617,815, see cut, on an apparatus for drying grain, said Senior assigned to Bury and Walker. This drying apparatus is composed of a series of superposed drying cylinders made of wire gauze or like material, the several cylinders are in communication and each have an internal tube through which hot air is forced and distributed into contact with the material in the drying cylinders. Each cylinder has an internal conveyor adapted to move freely with it around its internal tube, to cause the moving of the material which is to be dried.

NEW PROCESS DUSTLESS CORN SHELLER, SEPARATOR AND CLEANER.

The grain dealers of Texas, Oklahoma and Indian Territory, and of some districts of the other states are given much trouble by the shucks which farmers leave on the corn. They find it a difficult work to secure a perfect separation of the cobs from the shucks and other dirt. Some have complained that their profits were minimized and both cobs and shucks made useless because they could not separate them and put them in marketable condition.

At the present time there is an increased interest in the production of corn in Texas and other southern states. This increased production will naturally increase the demand for the most improved machinery for handling and placing it on the market in prime condition. The recent opening of several attractive export points in the south makes it possible to get grain on the market in a shorter time and with more economy than in the past. There seems to be a disposition to erect elevators on the railroad lines, so that corn can be handled in bulk by improved machinery, as it is farther north. To meet the needs of those handling corn marketed in the shuck a New Process Shuck Sheller has been brought out, which is said to do the work perfectly.

The introduction of the New Process Dustless Cylinder Corn Sheller in the season of 1894-5 marked a turning point in the art of handling and getting on the market on short notice large quantities of corn, on the farm, at the crib and in the warehouse. The manufacturers of the New Process Sheller having had between thirty and forty years' experience in the manufacture of this line of machinery were quick to discover the increasing demand, especially for large cylinder shellers in which the cylinder shelling principle should be retained and at the same time the perfection of other valuable principles should be attained. This led to a careful investigation and a thorough line of experimental work, resulting in the perfection of the New Process Sheller and succeeding in avoiding the defective features of old style cylinder machines. This is done by employing in fact a "new process" in the matter of shelling, separating and cleaning devices on thoroughly scientific mechanical principles.

The feeding and shelling devices be-

ing made up on the spiral principle, revolve at a high rate of speed inside of a concave made of separate grated staves. This concave is adjustable for all classes of corn. The corn is shelled instantly upon entering the machine and the cobs are released at once, it not being necessary that the cylinder be full of corn to do good work, in fact the machine will shell, separate and clean a few ears of corn as perfectly as when the cylinder is kept full constantly. Another special feature that makes the machine attractive to the operators, whether in the field or elevator, is the fact that it is dustless, all of the dust and dirt being spouted away from the machine in whatever direction is most convenient for the user. The operators are not continually enveloped in smoke. Between 400 and 500 of these machines are now in active operation, being scattered over all of the corn growing states, and it has passed beyond the experimental stage.

Recently, responding to the demands of the trade in those localities, where corn is harvested with the husk on, par-

ing can be set on either side of the sheller, or in fact at any desirable point to suit the convenience of the operator. This special Shuck Sheller will handle the corn either husked, dirty husked, slip husked, or with all of the husks or shucks on, and is adapted to do perfect work in any locality where corn is grown and shelled.

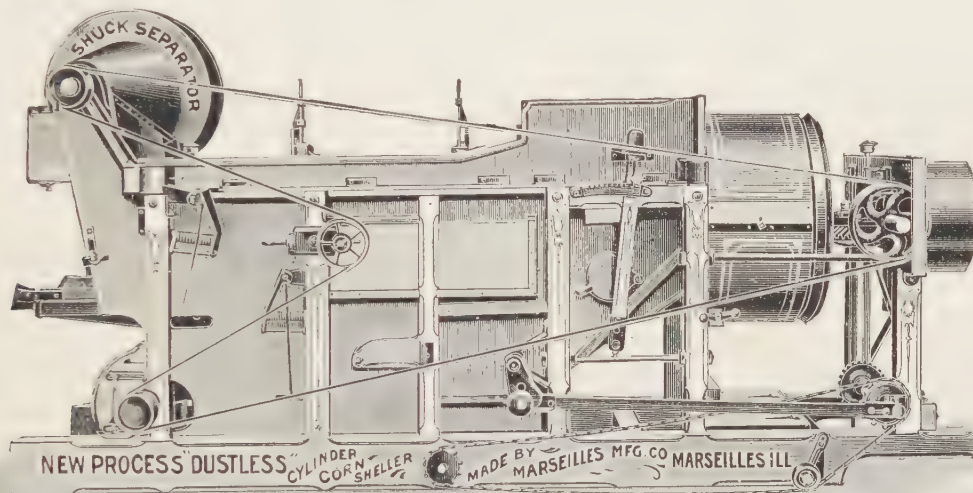
The New Process Sheller has made the suction principle of cleaning and the dustless feature popular with users.

While the illustration represents a stationary or warehouse sheller, the machine is furnished with all equipments for field use. Where desired on warehouse shellers, attachments such as ear corn feeders, shelled corn elevators and cob carriers are furnished. These attachments are connected with and driven from the machine itself. This same machine may be mounted on trucks and used as a field sheller. The fact that this machine has been brought out, all the special features produced and patented by one of the best known houses in the country, is its own guarantee. Catalogues and descriptive cir-

be made for good uses to which the value of this lost grain could be put, but it is unnecessary to go further.

To sum it all up, this grain goes to waste and is lost absolutely to everybody and to all good it might do. Think of the poor people it would feed if it could be properly saved and sold at market value.

Who stands the loss of all this grain? The railroads? No, positively no. If they were compelled to stand even one-half of the losses of grain leaking out of these poor old scrap piles, called cars, for one season only, the problem of better cars would be solved in short order. They would build new and up-to-date cars, which would carry grain without any loss whatever. A grain dealer could then safely sell his grain on destination weights and figure for certain that his weights would hold out at destination. It would save an endless amount of correspondence regarding these shortages at destination, and would also save a lot of clerical work to the railroads themselves in making up detailed reports of sealing the cars,



New Process Shuck Sheller.

ticularly in the south and southwest, the manufacturers have gone a step farther and have perfected this machine for handling corn with the husk or shuck on. The illustration given herewith represents the stationary or warehouse machine. By referring to it a fair idea can be gained of its construction and manner of doing the work for which it is built.

With this machine the corn is husked, shelled, separated, cleaned and the dirt and refuse carried off by means of spouts away from the machine, or outside of the building in one operation. The corn is cleaned in perfect condition for market and delivered separately. The husks are separated from the cobs and carried away from the machine by means of a powerful suction fan. The cobs are carried off by themselves and deposited in a pile clean and in good condition for fuel.

The cleaning of the corn is accomplished by means of a blast fan located at the lower discharge end of the machine, working in conjunction with the suction fan located on the cylinder or main shaft at the opposite end of the sheller. This suction fan being pivoted and adjustable on the shaft, the open-

culars can be obtained by addressing the Marseilles Mfg. Co., Marseilles, Ill.

BETTER CARS FOR TRANSPORTATION OF GRAIN.

By H. L. Strong.

The subject of "Better Cars for Transportation of Grain" is certainly a very important one, and should receive the attention of every grain dealer, buyer, shipper and receiver. The value of grain lost in transit from old, leaky, worn out cars in the past ten years would amount to enough to buy new cars necessary to equip an average line of railroad. It would build a 10,000-bushel elevator at every station on this railroad. It would pay a good salary to maintain a competent car repairer for every car in use the year round.

It would pay all expenses of a trip to Paris to the Exposition in 1900 for every grain dealer in the United States. It would pave the right of way of the entire length of railroad with brick or boards so all grain leaking out could be swept up and saved. It would line with iron or steel every car in use on all roads. Many other calculations could

handling them over different divisions and noting the conditions of cars, etc., in which this grain was transported and reported short in weight at destination.

Better cars would also save many wrecks caused by the falling to pieces of some of the old, worn out cars which, in many cases, cause loss of life, besides loss of considerable grain which, in this case, must be paid for by the railroad.

While in some cases shortages have been traced to dishonest elevator men, who steal our grain, it has been clearly demonstrated by the detailed report of the check men of the Kansas Grain Dealers' Check Weight Bureau in Kansas City that a large per cent. of the shortages are directly traceable to poor, rickety cars in which the grain was transported. The grain arrives leaking at cracks and joints on all sides and ends. They report that a great many cars are utterly unfit for the transportation of grain and should be condemned and consigned to the scrap pile. We find by comparison of reports that some roads have much better cars than others; but I will not mention the names

of the roads having the best cars; I do not consider any flattery due any of them.

What we want is better cars to save this extravagant and needless waste of grain in transit, and now for the best way to obtain the desired result. It is possible that some good may be accomplished by a committee visiting the heads of the different Kansas railroads and showing them wherein there is considerable extra loss and expense to themselves and a large loss to the shippers, and that unless they take necessary steps to furnish better cars for the shipper that the grain men will be obliged to take some other steps for protection.

Possibly the best solution of this problem is the long talked of legislation to compel the railroads to issue a clean bill of lading for the receipt of a certain quantity of grain and make them deliver the same amount of grain at destination. If this could be accomplished there is no doubt at all that it would solve the problem, because the railroads would then be obliged to furnish better cars for their own protection against loss.

I will suggest that a committee of three be appointed by the chairman of this meeting to look into this matter fully and adopt some plan which may be put into execution at once with a view to securing better cars for transportation of grain. And as soon as the plan is decided upon the committee to notify the secretary of the Kansas Grain Dealers' Association, who may in turn notify all country dealers and others interested, so that all may have a chance if possible to push the good work along.

IS CONSIGNING MORE PROFITABLE THAN TRACK SELLING?

By W. A. Hinchman.

Is consigning grain more profitable than track selling, is a much mooted question and while the subject admits of a diversity of arguments, there seems to be but one reply to be made to the query. The writer has had the benefit of practical observation from the country dealer's standpoint as well as that of a receiving house, and while I may perhaps fail in converting every one to my mode of thinking, the sad reality of a bitter experience, that excellent but expensive instructor, teaches me at least that the country dealer who invariably consigns his purchases will be wiser, better and consequently happier.

The first thing to be urged in opposition to my theory is, that having sold a certain amount of say, wheat, at a specified price, you know exactly what you are doing, means diametrically opposite to what the words imply. While it is a fact that 99 per cent of all trades between the country dealer and the terminal buyer are religiously filled or a marginal settlement made, how is it with the country dealer who having sold a goodly line of stuff to his terminal buyer at what looked like an attractive figure (depending upon the verbal purchase from his farmer friends to cover it and make him some easy money) finds that one of those unaccountable and unexplainable rises which have kept us all poor is taking place. A sudden coolness springs up between the farmer and the country dealer. The farmer urges a dozen different stereotyped excuses which will prevent the delivery of the grain: "There was not anything like half as much grain as I thought there was," "The roads are worse than I thought they were," "I could not get any help to haul it off," "The hired man is sick, or quit," and a multiplicity of other equally valid reasons, and when he commences clearing his throat and conjuring up arguments like the foregoing, you never get the grain.

Result: The country dealer settles with his terminal buyer, and after exhausting his vocabulary of cuss words, settles down to a contemplation of that beautiful old adage, "All is not gold that glitters." For has he not seen what looked like a cinch to make a few honest dollars end in an actual loss of those same honest but elusive dollars? Who is to blame? Not the terminal buyer, for though he has exacted his pound of flesh, he has confined himself strictly within the business area; not the country dealer, for had the grain been delivered his profit though small was fixed; and not the farmer, for whoever heard of anyone being obliged to pay for anything like that? Conditions which require the country dealers to interpose their literal bodies between every deadly gun which the terminal buyer aims at the unsuspecting farmer are to blame. However, should the charge prove to be a golden one, the country dealer is pushed aside and the charge allowed to fly straight into the farmer's pocket.

Reverse the conditions and note the result. Given a sale as before, accompanied by a sharp decline, in the majority of instances you will get a great deal more grain than you bargained for and, sad to relate, often the grain of a neighboring farmer.

Remove the element of speculation from the grain or any other business and you destroy the business. Without uncertainty there can be no profits, but to reduce the element of speculation to a minimum is the aim of every conservative business man, therefore commend me to the conscientious country dealer who buys on a fair margin of profit year in and year out, and who as regularly consigns his grain to a responsible receiving house. While he may be caught by an occasional slump, he is also liable to every upturn, and at the end of the year will find that one will offset the other.

For the country dealer to attempt to legally enforce a delivery of contracted grain or collect a margin for same, it would simply mean that every farmer in his territory would be up in arms against such an outrageous and high-handed (?) proceeding. While we are all prepared to acknowledge the justice of such a method of procedure, we are compelled to admit that it would result in a ruination of the dealer's business.

When the track buyers of grain make purchases in the country, they in most cases sell futures against their purchases, so when the actual grain comes into the market, the heavy receipts naturally have a depressing influence on the market and will induce the selling of grain more than the true conditions will justify. Experienced salesmen for commission firms, when selling grain will make a study of all the conditions surrounding their respective markets and will be governed by the supply and demand; consequently the report of heavy arrivals when the demand is limited, will of course induce selling when the conditions will not warrant it. When at the same time the larger portion of the receipts were to fill future sales.

Track sellers in the country always work on very narrow margins which greatly agitates the sharp competition not existing at most all country points. This is one of the greatest evils the country shipper has to contend with and is one of the evils which our "Grain Dealers' Association" was organized to remedy, as well as to form a protection for the regular dealer. Track buyers will send their cards broadcast throughout the country bidding any and all parties who will sell at least one car of grain. These bids go to the irregular as well as the regular dealers and in many instances fall into the hands of the farmer, and his grain will be sold direct to the track buyer.

Then, again, track selling will induce speculation which is the solution of the downfall of 75 per cent of the grain dealers. Grain is always bought in the country with a good margin except in extreme cases and if shipped on the market, shippers will always get the benefit of the margin for their profits, but the average dealer receiving a fancy bid will through his eagerness to get "something for nothing," sell short with the expectation of reaping a handsome profit on the down turn of the market. But the market goes on advancing instead, the time of his contract expires, and he is compelled to buy in his short grain at a loss. It is a well known fact that if grain should arrive and misgrade, the buyer will not take the

pains to have it reinspected, as his profits are the same in either inspection. Then, again: The buyer will sell grain to go most anywhere and the country will be compelled to accept destination weights, while the receiver on the contrary will protect his country customers both as to weights and inspection.

These are but few of the many reasons that can be urged in support of our theory, and we believe that a thorough study of these will convince anyone that our position is correct and if adhered to will result in profit to our country dealer friends and remove from the path of the receiving house many of the thorns which afflict them at present and operate to a more cordial understanding between the two.

TRANSPORTATION

The Chicago Great Western Railroad is building 700 box cars.

Grain shippers are still inconvenienced by the car famine. At some points in Illinois elevators and cribs are full to overflowing.

As usual, the car famine this season came at the close of navigation on the lakes, but relief has not yet been given to all districts.

The Harrisburg & Southern Railroad Co. has been incorporated to build a railroad in Salim, Pope, Hardin and Williamson counties, Ill.

From August 1 to December 31 the number of vessels chartered at the Atlantic ports was 420, with a total capacity for 52,777,000 bushels.

The Kansas & Southeastern Railroad has been completed from Hunnewell, Kan., 8½ miles, and an extension of 50 miles into Oklahoma is proposed.

From Milwaukee comes a rumor that Chicago shippers are getting a reduction in grain rates from 20 to 13 cents to New York, despite the agreement on 20 cents.

Trains are running over the new St. Louis & Oklahoma City Railroad from Sapulpa, I. T., to Oklahoma City, a distance of 103 miles. An extension is contemplated.

A line from Shawnee, northwest through Guthrie, Okla., 100 miles in length, has been surveyed by the Arkansas, Guthrie & California Railroad Company.

About 1,000,000 bushels of vessel room has been chartered at Milwaukee for winter storage and spring delivery. Rates are 3 cents on wheat and 2½ cents on rye.

At the annual meeting of the Lake Carriers' Association, held January 24, at the Russell house, Detroit, the matter of grain handling at Buffalo received considerable attention.

Chicago harbor contains 78 vessels with storage for 5,000,000 bushels. One-third of the number has already been chartered, and it is expected all the room will be chartered long before navigation opens.

NEW ENGLAND.

Smith & Dearborn are pushing the work on their new elevator at Belmont, N. H.

M. V. C. Carter has succeeded to the business of Carter & Strong, dealers in grain and feed at Manchester, Conn.

Wallace F. Robinson, president, has been presented by the Boston Chamber of Commerce with a full length portrait of himself. E. J. Bliss made the presentation speech, to which Mr. Robinson,

though taken by surprise, made fitting reply.

Hiram C. Crowell has purchased a building at West Dennis, Mass., in which to carry on a grain and hay business.

Hayes & Cruttenden, dealers in grain and flour at New Haven, Conn., have dissolved partnership. Edwin A. Hayes, the senior partner, will continue the business, Charles A. Cruttenden retiring. The firm has done a good business since it was established ten years ago.

MICHIGAN.

Kindly send us grain trade news items.

Hankins Bros. have been negotiating for the elevator of Cooley & Sons at Elsie, Mich.

Robert Booth, of Dryden, Mich., has built a grain elevator to take the place of the one that was burned two years ago.

An elevator and warehouse costing \$12,000 is being built in connection with the mill of Robert Henkel at Detroit, Mich.

Orrin E. Packard, the largest grain dealer of Eaton county, Mich., recently filled a second order for 5,000 bushels of milling wheat.

Since July 16 the elevator at Morrice, Mich., has shipped 60,000 bushels of wheat, 16,000 bushels of beans and 8,000 bushels of potatoes, rye and oats.

Daniel Stuart & Co., dealers in grain and hay at Detroit, Mich., suffered \$300 loss recently by fire in their storehouse. The fire started near the roof of the building on the top of a big pile of baled hay.

Hay dealers who handle grain and grain dealers who handle hay can have both the Hay Trade Journal and the Grain Dealers Journal for \$2, the price of the former alone, if subscribed for at the same time. The Hay Trade Journal is issued every Friday. Don't miss this opportunity.

The marine leg of the elevator at Ludington, Mich., on which the Flint & Pere Marquette Railway Co. has recently made some improvements, failed to operate when the plant was started up. The engineers have spent several days trying to find out what is the matter, but have not been able to make it work. In the meantime grain laden boats are arriving from Manitowoc and Milwaukee and adding to the congestion.

The Michigan crop report for January, compiled by Justus S. Stearns, secretary of state, states that: "The ground in the principal wheat growing sections of Michigan was fairly well covered with snow until the latter part of the month. The common opinion among correspondents is that wheat suffered only a slight injury, if at all, during December. In answer to the question, 'Has wheat during December suffered injury from any cause?' 110 correspondents in the state answer 'yes' and 508 'no,' and in answer to the question, 'Has the ground been well covered with snow during December?' 165 correspondents in the southern counties answer 'yes' and 230 'no,' in the central counties 39 answer 'yes' and 102 'no,' and in the northern counties 61 answer 'yes' and 11 'no.' The total number of bushels of wheat reported marketed in December is 1,938,600, and in the five months, Au-

gust-December, 9,769,166, which is 735,112 bushels more than reported marketed in the same months last year."

NORTHWEST.

Frank Peterson, dealer in grain and implements at Spencer, S. D., is building a warehouse.

An enlargement of its elevator is contemplated by the Bozeman Milling Co., of Bozeman, Mont.

J. N. Greiner, the grain dealer of Bottineau, N. D., has put up a new building, with a hall for public meetings.

The Monarch Elevator at Oberon, N. D., was burned Jan. 11, together with 8,000 bushels of wheat and 2,000 bushels of flax.

Herman Baer and Coleman Wagner have formed a partnership to carry on the grain and farm machinery business at Bowdle, S. D.

F. A. Colwell of Oakesdale, Wash., has installed grain cleaning and feed milling machinery in the Alliance warehouse. The separator has a capacity of 500 bushels per hour.

Green is the color of the paint on the exterior of the new elevator at Sioux Falls, S. D. The Sioux Falls Press says: "It's no indication of the character of the people who are to occupy it."

MISSOURI.

Let us hear from you.

Join the association and help along the good work.

The Memphis Elevator at Kansas City, Mo., is about finished.

T. N. Birch has retired from the Birch-Brannock Grain Co., Kansas City, Mo.

Can you find the cards of the "Regular Receivers of Kansas City" in this number?

E. W. Culver will build a thirty to forty thousand bushel mixing house at Kansas City in the near future.

Mr. Moffatt, of The Moffatt Commission Co., Kansas City, left Jan. 14 for Cuba, where he expects to remain for a month or six weeks.

Mr. Logan, until recently of the firm Paxton & Logan, Kansas City, Mo., it is said, will take a position with the Central Granaries Co. of St. Louis.

McReynolds & Co., of Chicago, have leased the Langenburg elevator at St. Louis, Mo., from which point they expect to do a large export business.

G. A. Aylsworth, formerly of the firm of Williams & Aylsworth, which dissolved Jan. 1, 1899, is now secretary of The Moffatt Commission Co., Kansas City.

E. D. Bigelow has been reappointed secretary and W. H. Winants, treasurer, of the Kansas City Board of Trade. Mr. Bigelow is visiting friends in the east.

S. J. White & Co.'s grain elevator and milling plant at Waverly, Mo., was totally destroyed by fire on the night of January 6. Loss, \$8,000; insurance, \$5,600.

The Merchants' Warehouse & Grain Co., of Kansas City, will repair and overhaul the Merchants' elevator at that place, increasing its capacity to 75,000 bushels.

W. H. Wiedmer, formerly with the Ferguson Grain Co., has taken the po-

sition formerly held by "Doc" Smith with the Gratiot Street Warehouse Co., at St. Louis, Mo.

James D. Mann and W. H. Marsh, of Montrose, Mo., have purchased of Sol. Kahn the grain and stock business in which he has been engaged for the past twenty-five years.

The Charles A. Dayton Grain Co., of Kansas City, has dissolved, and Charles A. Dayton will remove to St. Joseph, Mo., where he will have charge of the Maple Leaf elevator.

The firm of Paxton & Logan, grain merchants, Kansas City, dissolved Jan. 1, 1899. During its existence this firm enjoyed a very prosperous career. Mr. Logan expects to continue in the grain business, but has not decided on a location.

Miss Belle Butler has brought suit against the Montgomery Grain Co., of Kansas City, Mo., to compel recognition as a stockholder, and to obtain an accounting for the money which she had invested in the name of a friend, H. S. Downs.

Kemp P. Alston, president of the Alston Commission Co., of Kansas City, Mo., died January 11 at his home in that city, aged 42 years. He leaves a wife and one daughter. Mr. Alston was well known in the grain trade, and until his health was impaired two years ago, did a large business.

The H. Parker Grain Co., of Kansas City, recently received two cars of wheat from Northern Wyoming which tested 61 pounds, graded No. 2 red spring and sold at 66 cents. This wheat was bought by the Gates Milling Co. This is the first wheat ever shipped in from Wyoming, and was an experiment.

F. E. Essex, manager of the Standard Grain Co., of Kansas City, has associated himself with I. M. Yost, of the I. M. Yost Milling Co. These gentlemen have formed a new company, which is called the Standard Grain & Milling Co. Mr. Essex will manage the new company. Mr. Essex is pleasant, jovial and has a large number of friends in the trade.

S. C. Lee, a grain broker, has been censured by the directors of the Kansas City Board of Trade for offensive and boisterous conduct. Learning that a discharged employe, B. T. Houston, was divulging his business affairs, Mr. Lee, on meeting Houston, made complimentary remarks about the latter's conduct. The argument becoming excited Lee drew a pistol and threatened to shoot Houston on sight.

The Brinson-Judd Grain Co., of St. Louis, Mo., has increased its capital stock from \$50,000 to \$60,000. Its elevators and warehouses are located on the Frisco railway, in Missouri, Kansas and Indian Territory, and the offices are at 408 Chamber of Commerce, St. Louis. At the annual meeting Jan. 9 L. B. Brinson was elected president; J. L. Wright, vice president, and J. A. Lukens, secretary and treasurer.

Grain dealers and bucket-shop operators at Kansas City, Mo., were arrested Jan. 19 indiscriminately, on warrants issued by the city attorney, under the new anti-poolroom law. Among those arrested was John W. Moore, president of the Board of Trade. Warrants were served on seventeen men, including many grain men who have been doing a

legitimate business for several years. Evidently the city attorney has yet to learn the difference between black and white.

Changes in the grading of grain at Kansas City, Mo., are desired by some of the prominent grain dealers of that city, who claim they are at a disadvantage in competing with elevator men located on the Kansas side of the river. A bushel of No. 2 wheat weighs 58 pounds in Kansas and 59 pounds in Missouri. Chairman Joseph Flory and Commissioners Hennessy and McCully, of the Missouri Railroad and Warehouse Commission, were in Kansas City recently to confer with the grain men.

SOUTHWEST.

J. T. Cameron, a prominent grain dealer and one of the original settlers of Perry, Okla., is dead.

The Minco Mill & Elevator Co., of Minco, Ind. Ter., is handling two carloads of grain per day.

W. M. Moore is buying grain at Manchester, Okla., for W. W. Miller & Sons, who are preparing to crib corn in large quantities. Work is still progressing on the Manchester elevator. The machinery will be driven by a gasoline engine.

An elevator will be erected at Denver, Col., by the Ph. Zang Brewing Co. Architect Widman, of St. Louis, has drawn plans for a building, 65x160 feet, 120 feet high, having storage capacity for 500,000 bushels. Construction will begin about February 1.

Contracts have been awarded for the construction of 164 miles of the Choctaw, Oklahoma & Gulf railroad, through one of the best agricultural sections of Arkansas. The road will extend from Howe, I. T., to Little Rock, Ark., and connect with five trunk lines.

WISCONSIN.

Send us notices of contemplated improvements.

The new grain elevator at Forestville, Wis., is doing a fair business.

The Milwaukee Malt & Grain Co., of Milwaukee, voted December 30 to dissolve.

Shipments of grain from Milwaukee eastward via Grand Haven continue brisk.

A. Mathews & Co., of Montfort, Wis., have placed a feed mill in their grain warehouse.

Manitowoc, Wis., is blocked with grain, there being over 500 cars on track waiting to be ferried over Lake Michigan.

H. E. McEachron, of Wausau, Wis., who operates a warehouse at Marshfield, has opened an elevator at Sheboygan. His Marshfield house is managed by A. Salzman.

The new elevator and malt house at Burlington, Wis., will be built by the Burlington Malting Co. The capacity of the elevator will be 60,000 bushels and of the malt house 200,000 bushels.

Tracy & Co., of Chicago, have established a branch office at Milwaukee, to deal in grain, stocks and bonds. The managers of the Milwaukee branch are Arthur N. McGeoch and Clarence Falk.

W. H. Fitzgerald, manager of Berger, Crittenden & Co.'s elevator at Cedarburg, Wis., has distributed bills among the farmers announcing that he will

pay the highest market price for their wheat.

Louis C. Hyde died recently at Beloit, Wis., aged 85 years. Born at Darien, N. Y., he came to Wisconsin in 1840 and engaged in the grain business for several years at Mineral Point and Kenosha. Since 1854 he has been engaged in the banking business.

W. Seyk & Co., of Algoma, Wis., are shipping considerable grain by lake steamers. Recently they shipped 3,100 bags of grain by the Goodrich steamer Georgia. This shipment amounted to fifteen carloads, and is only a portion of the crop marketed in Algoma by the farmers this season.

ILLINOIS.

The Chicago Board of Trade has 1833 members.

Send us notices of contemplated improvements.

John Wood will build an elevator at Champaign, Ill.

Mr. Caldwell's new elevator at Langham, Ill., will soon be finished.

Kindly send us notices of prospective improvements in grain elevators.

An elevator of 1,500,000 bushels capacity, it is said, will be built at Waukegan, Ill.

George A. DeLong's elevator at Osaman, Ill., is being rebuilt by George E. Martin.

A. Whitaker, who recently sold his grain business at Sabina, Ill., will locate at Ellsworth.

The Western Feed & Grain Co. has been incorporated at Chicago, with offices at 228 LaSalle street.

E. Batty, grain dealer at Waverly, Ill., is buying a large amount of corn, and keeps the sheller running right along.

Young B. Clark, for many years engaged in the grain and milling business, died at Clarksville, Ill., January 5, aged 77 years.

John Hill threatens to put a stop to trading in puts and calls at Chicago, alleging that these are gambling contracts under the state law.

Zeller & Hutchison, of Harmon, Ill., have installed a larger gasoline engine in their elevator. The old one will be put in a smaller house.

W. E. Johnston, of Washburn, Ill., was in Chicago recently on business. Mr. Johnston desires to buy a country elevator in Iowa or Illinois.

W. S. Sturgeon, who recently sold his elevator at Gillum, Ill., to Richard Hall, of Downs, is now at Elliott, buying grain for the Elliott Elevator Co.

Lenore Hattie Lindblom has applied for admission as a member of the Chicago Board of Trade. No woman has yet been admitted to membership.

The Nelms-Heye Grain Co. has been incorporated at Bath, Ill. Capital stock, \$5,000; incorporators, John E. Nelms, Henry H. Heye and H. R. Northrup.

Caldwell, Langdon & Rousey, of Manchester, Ill., have dissolved partnership, R. H. Rousey taking the grain business and B. R. Caldwell and J. H. Langdon the stock business.

Henry Windherst, of Astoria, Ill., formerly connected with Bader & Co., grain dealers, has leased the Scripps elevator, and will engage in business on his own account.

Banta Bros., of Low Point, Ill., have bought the interest of their partner G.

M. Clark in the 2,500 bushel elevator at that point and are now operating it on their own account.

Fire destroyed the Wilcox Elevator at Milford, Ill., on the morning of January 12, together with 35,000 bushels of oats and 20,000 bushels of corn. Loss \$20,000; partly insured.

James Barrett, of Chicago, has purchased the grain and milling business of the Hudnuts at Peoria, Ill., and St. Joseph, Mo., including a line of grain elevators in Illinois and Missouri.

At Chicago within a week vessels have been chartered for 1,500,000 bushels of corn to Buffalo at 12¼ cents. Room was recently taken for 130,000 bushels of corn to Kingston at 4¼ cents.

Z. D. Carney is now in charge of the elevator at Sterling, Ill., for the W. H. Howard Commission Co., which formerly was managed by C. G. Meesrole.

E. Butke, who formerly operated an elevator at Townsend, Ill., will buy or lease an elevator at some other point. Mr. Huff will operate the elevator at Townsend, which is owned by Rosenbaum Bros.

Two journals, the Grain Dealers Journal, published at Chicago, Ill., on the 10th and 25th of each month, and the Hay Trade Journal, published at Canajoharie, N. Y., every Friday of the year, for two (\$2) dollars. Both are invaluable to the trades they represent. Try them.

Charles B. Johnston has sold his 5,000 bushel elevator at Washburn, Ill., to William G. West. Mr. Johnston will continue in the grain business as soon as he finds a desirable location. Mr. West has been engaged in farming near Washburn, and this is his first venture in the grain business.

C. A. Burks, the enterprising dealer of Bement, Ill., is painting his new elevator which replaced the one burned last summer. He expects soon to replace his engine with one of the same kind, but larger, so as to drive all the machinery with ease. Mr. Burks handles lumber, coal and lime as well as grain.

Frank W. Clisby, a popular citizen of Arcola, has established himself in the grain business at Chesterville, Ill. He has just put in the scales and a nice office building, and is about to begin the construction of an elevator building to be equipped with modern machinery, with 10,000 bushels storage capacity.

Having adjusted his differences with the Big Four Railroad, Mr. Benson will begin the construction of his grain elevator at Mahomet, Ill., the material for which has been on the ground since last summer. The town now has but one elevator, but it is believed there will be sufficient grain marketed to keep both running during the busy season.

The Beardstown Lumber & Grain Co. has been incorporated at Beardstown, Ill. Capital stock, \$20,000; incorporators, John F. Duvall, Xenas H. Sexton and Louis W. Pilger. The company has bought Hagener Bros.' grain business, including elevators at Beardstown, Browning, Arenzville, Hagener and Meredosia. L. W. Pilger will manage the grain business.

J. S. McDonald has broken ground for a 30,000-bushel elevator on the new Peoria Short Line at Green Valley, Ill. The house will be built of 2x6 cribbing, and will contain six bins, three dumps and sinks, and a 500-bushel hopper scale

in the cupola. A 6½-h. p. gasoline engine will drive the machinery. Kent & Wooddell of Gridley, Ill., have the contract to furnish the lumber and erect the building.

Receipts of grain and flour at Chicago during 1898, as given in the annual report of the retiring president of the Board of Trade, aggregated 320,436,357 bushels, which exceeded by 23,669,241 bushels those of any other year. In 1897 the receipts of these articles aggregated 296,767,116 bushels; in 1896, 253,802,134 bushels; in 1895, 189,432,819 bushels, and in 1894, 187,553,469 bushels. The shipments of grain and flour in its grain equivalent during the year 1898 aggregated 287,403,904 bushels, which exceeded by 34,779,502 bushels those for any other year; in 1897 the shipments aggregated 252,624,402 bushels; in 1896, 219,710,781 bushels; in 1895, 171,464,137 bushels, and in 1894, 148,638,822 bushels.

Lasier Hooper & Co., who operate the Atlantic Elevator, Chicago, and who formerly operated the L. S. & M. S. transfer and clipping elevator, have leased the new Grand Trunk clipping and transfer elevator at Elston Station, Chicago. Mr. L. M. Smith, who superintended the building of the L. S. & M. S. Elevator and had charge of it for a time will be foreman of the new elevator. Mr. Smith had charge of Armour's Minnesota cleaning elevator some years ago.

Charles T. Haughey, senior partner in the Chicago grain commission firm of Haughey, Wright & Co., died Jan. 11, aged 54 years. The remains were interred at Wabash, Ind. Mr. Haughey was born in Kentucky in 1844, and when 21 years of age obtained a position with Reynold Bros., grain dealers of Toledo, for whom he later established a branch at Chicago. In 1881 he was a partner in the firm of T. A. Wright & Co., and later Wright & Haughey.

After hearing the arguments of opposing counsel in the suit against the Central Elevator Co. to determine the constitutionality of the warehouse act of 1897, which permits owners to store their own grain in public houses, Judge Tuley, on Jan. 13, intimated that he would decide against the public elevator men, but announced that he would take the case under advisement. In the event of an adverse decision it is probable the elevator proprietors will appeal to the Supreme Court.

Ex-President Carter, of the Board of Trade, said in his annual report: "The number of bucket shop concerns in operation in Chicago at the close of the year 1895 was eighty; at the close of the year 1896, forty two; at the close of the year 1897, twenty-nine; at the close of the year 1898, thirteen. Of these thirteen concerns, the proprietor of one has been convicted; the proprietors of three of the largest are indicted and awaiting trial. During the last three years, under the direction of the board, 201 bucket shops have been investigated, 188 of which have been closed. In addition to prosecutions in the courts, twelve members of the board have been expelled or suspended for doing a bucket shop business or for being connected with bucket shop concerns. The United States Postoffice department has actively co-operated with the board for the destruction of this pernicious business, resulting in the prosecution of nineteen bucket shop keepers for the fraudulent use of the mails. Eleven of them have

been convicted, five eluded arrest, and three others are awaiting trial in May."

Chicago grain receivers met Jan. 21, in the arbitration room of the Board of Trade, to devise a plan for official sampling of grain in cars. A general interchange of views resulted, and it was decided to appoint a committee of five, composed of W. N. Eckhardt, I. P. Rumsey, W. L. Kroeschel, George McClellan, Charles and Joseph Gregg, to formulate rules for changing the system of sampling and confer with the committee on other inspections of the board of trade. The sampling of grain has always been conducted by receivers' agents on each of the large railroads, who get from 10c to 20c per car for it. There is also a system of sampling carried on by the shippers, who pay 25c per car. The object is to have the sampling supervised by one "official sampler," who can be held responsible in cases where the car of grain does not run up to the sample. If the receiver or shipper suffers loss from careless sampling they can secure redress from the official sampler. This will bring the business down similar to that of the board of trade weigher, and it is believed that eventually it will be more satisfactory to the trade.

TEXAS.

A grain elevator will be built by J. A. Robey & Co., of Hillsboro, Tex.

The grain elevator at the Alliance mill in Denton, Tex., has been completed.

The Roper-Files Mercantile Co., of Itasca, Tex., will build a grain elevator for next season.

Beall & Woodward have not yet let the contract for the rebuilding of their elevator at Van Alstyne, Tex.

Bland & Robertson's warehouse at Taylor, Tex., containing several thousand dollars' worth of grain and hay, was burned Jan. 4. Partly insured.

The Hico Oil Mill has been incorporated at Fort Worth, Tex., to build and operate a cotton seed oil mill. Capital, \$50,000; incorporators, Winfield Scott, Robert McCart, E. B. Harrold.

Farmers in the vicinity of Taylor, Tex., have taken to corn raising in earnest. Their marketing of the crop keeps busy two corn shellers in that town. At present 100,000 bushels are on hand.

Work on the construction of the Colorado Valley railroad from Oakhurst to San Antonio is to be resumed. Twenty-six miles of the road have been completed between Sweetwater and Oakhurst.

E. W. Morten, of Farmersville, Tex., contemplates building a system of small elevators at main grain points in Texas. E. W. Morten & Co. are dealers in grain and cattle at Farmersville, and make the export trade a specialty.

Texas dealers who shell large quantities of corn and have experienced much difficulty heretofore in separating the shucks from the cobs will be interested in the new dustless shuck corn sheller, separator and cleaner which is published in this number.

THE STATE ASSOCIATION.

The executive committee of the Texas Grain Dealers' Association met at Fort Worth, Jan. 16, to devise means by which the grain dealers might get relief from the discrimination in railroad freights. The committee decided to ask

the legislature to pass laws regulating these matters.

A general and lengthy discussion of the present rate situation resulted in the following conclusions:

That Texas grain rates to Memphis, a distance of 467 miles, are now 25 cents per 100 pounds, while the Kansas City rate to the same point, a distance of 484 miles, is 10 cents.

That the Texas grain rate to Texarkana, a distance of less than 250 miles, is 20 cents, while the Kansas City rate for a distance of 488 miles, or double the average Texas haul, is 12½ cents.

That the Kansas City rate to Shreveport, 560 miles, is 12½ cents, while the Texas rate, for less than half the distance is 17½ cents.

That Texas grain shipments are effectually barred out of Arkansas and Louisiana markets by reason of these rate discriminations in favor of Kansas.

That the Texas railroad people claim that under Judge McCormick's late decision they are unable to grant relief from these conditions.

That the association is at a loss to fully understand the reasoning of the railroad people on this matter, but still hopes they will soon be able to find some way by which they can grant some relief to the grain interests of Texas.

That every effort so far made for relief by the association has tended to indicate more strongly our inability to accomplish anything of good for grain people, and we only wait and hope for relief through railroads.

The insurance committee reported that arrangements were almost completed for a liberal reduction in insurance rates and that it hoped to be able to report definitely within the next ten days.

It was decided to hold an annual two days' meeting at Fort Worth, beginning on the second Monday in May instead of the second Tuesday in June.

A representative will be at Austin at the proper time to look after such legislation as was thought to be for the best interests of the grain business in Texas.

PACIFIC COAST.

The Washington Feed Co., of Spokane, Wash., has been succeeded by the Washington Grain & Milling Co., capital stock \$25,000.

M. H. Sullivan has resigned his position with the Tacoma Grain Co. and has engaged in the grain business on his own account at the old Echo Mills warehouse in Spangle, Wash.

The Southern Mercantile & Grain Co. has been incorporated to conduct a storage and commission business at San Francisco, Cal. Capital stock, \$100,000; directors, I. H. B., J. and H. Eppinger, Jr.

The largest cargo of wheat ever shipped from Tacoma, Wash., was taken out recently by the American ship Dirigo. It consisted of 5,000 tons of Washington wheat, valued at \$108,900. Eppinger & Co. are the shippers and Antwerp is the destination. Grain is moving out more freely at Tacoma. The Vimeira has cleared for Great Britain with 133,923 bushels, shipped by Balfour, Guthrie & Co., and the Schiffbek has cleared for Queenstown with 87,760 bushels shipped by Sibson & Kerr.

MINNESOTA.

Duluth is getting 100 to 150 cars of wheat and about 50 cars of corn per day.

Christopher Jensen, of Hutchinson, Minn., is the new wheat buyer of the Empire Elevator Co.

The Northwestern Elevator Co., it is said, will rebuild the elevator at Clara City, Minn., which was burned.

Durant, Cooley & Co., dealers in grain and feed at Minneapolis, Minn., have been succeeded by one of the partners, E. T. Blew.

Charles Dalan's elevator, at Waterville, Minn., has been purchased by H. H. King & Co., millers of Minneapolis and Jordan.

James W. Hood, of Worthington, has leased the elevator of William Lockwood at Edgerton, Minn., and will take possession Feb. 1.

Fire destroyed the elevator of F. H. Peavey & Co., at Hanley Falls, Minn., on the night of January 16, together with 3,000 bushels of wheat.

The burning of three elevators at Minneapolis recently, in such a short period of time, forms a remarkable coincidence. No one familiar with the facts suspects incendiarism.

Cold weather came on so suddenly at Duluth that a few boats which had been chartered to load grain for winter storage were frozen in and unable to get under the elevator spouts.

A complete retraction of all charges against the Minnesota grain inspection department has been made by the Redwood Falls Gazette. The charges were trumped up for political effect, and had no foundation in fact.

The Farmers' Elevator Co., of St. Peter, Minn., last year made a net profit of \$2,412, which does not quite wipe out the old debt. At the annual meeting S. H. Pettis was elected president; A. Borneman, secretary, and Alva Pettis, treasurer.

The first option trade in corn on the Duluth Board of Trade was made recently, when two deals in May corn amounting to 110,000 bushels were recorded. Although no contract grade has been established it is understood to be No. 3 yellow.

The Canton Co-operative Elevator Company, of Canton, Minn., held its annual meeting recently and elected the following officers: John Turner, president; P. Milne, vice-president; Edward Dagen, secretary; J. Dunford, treasurer; L. Woodle, C. H. Pierce and James Henderson, trustees.

Corn is being bought cautiously by the elevator companies of Duluth who expect to have 5,000,000 bushels in store by the time navigation opens. Great care is taken to select for storage corn that is dry. Some of the local companies who have had experience with damp corn will have no more of it.

At the annual meeting the Farmers' Elevator Co., of Kenyon, Minn., elected the following officers: President, O. F. Henkel; vice-president, W. R. Collister; secretary, A. T. Kjos; treasurer, C. L. Brusletten; directors, the above officers and A. J. Anderson, P. O. Ruen, J. O. Davidson, P. B. Lee, L. O. Underdøl; William Shepard, manager. The company decided to handle twine this year,

and took orders at the meeting. The elevator is in a very prosperous condition, having \$6,000 surplus.

An unsuccessful attempt to have Gov. Lind appoint a farmer to the Minnesota Railroad and Warehouse Commission was made recently by the Farmers' Alliance. It is said the board, which is composed of Judge Mills, G. L. Becker and P. M. Ringdahl, will make no changes in the personnel of the grain inspection department.

Manager Billings, of the Pine Island Farmers' Elevator Co., Pine Island, Minn., reports that 212,235 bushels of grain were handled during 1898, the business amounting to \$92,656, and yielding a profit of \$1,793. The following directors have been elected: B. T. Vessey, S. D. Townsend, Edward Walter, James Deveney, M. Feigal, L. F. Irish, J. C. Dickey, C. R. Miller, W. D. Hayward.

For several years past the practice of feeding sheep at St. Paul on wheat screenings has been productive of a good profit. Until this season the profit has been pocketed by the cattlemen. Now, however, by a concerted advance in the price of the screenings, certain commission and elevator men have captured a good share of the profit of this business for the grain trade. Screenings which formerly could be bought at \$2 to \$4 per ton have recently been bringing \$8.50; but now are quoted at \$7.

The Marfield Elevator Co., of Winona, Minn., has purchased of the Atlas Elevator Co., of Minneapolis, terminal elevator B at Winona. The house has a capacity of 200,000 bushels, and was formerly owned by the Winona & Dakota Grain Co. John D. Kitt, who operated the elevator of the Marfield Co. at Utica, which was burned, will have charge of its latest acquisition. The sale leaves the Atlas Co., of which A. G. Moritz is manager, with one terminal elevator only, at Winona, which is quite sufficient, as it has a capacity of 250,000 bushels.

One of the boldest schemes for stealing wheat ever perpetrated came to light recently at Minneapolis. Ten cars of wheat were shipped from Erwin, Bryant, Oldham, Ramona and other points in South Dakota, the destination being Minneapolis. At Jackson, Minn., the way bills were fraudulently altered by changing the destination and the names of consignee and consignor. So sure were the swindlers of their game that they held the cars at Chicago, waiting for a better market. The delay was fatal; in the meantime officials of the Chicago, Milwaukee & St. Paul Railroad detected the fraud.

A bill has been introduced in the Minnesota legislature, house file No. 76, making provision for local inspection and weighing of grain in individual counties upon the application of ten resident freeholders. The board of county commissioners is authorized to appoint such an inspector and weigher, who must not be less than 25 years of age, and who must thoroughly understand conditions of grain, etc. The chief inspector of grain of the state is required to furnish the grades to county auditors as soon as they shall have been established. The fees allowed local inspectors are 10 cents per wagon load, to be paid by the owner of the grain. The bill provides that the chief inspector shall

call all local inspectors and weighers together in convention in Minneapolis the second Tuesday in July, and to instruct and assist them. Local inspectors and weighers are required to keep a full record of all transactions.

The Minnesota Grain Growers' Co-operative Association was organized January 4 at St. Paul. A committee on legislation was appointed, to protest against the custom of the Minneapolis roads in making shippers pay switching charges; to change the method of distributing prison-made binder twine; to secure the appointment of a farmer on the railroad and warehouse commission; to further the construction of a terminal elevator at Duluth by the state or by the association. Details of the plan by which the association expects to handle the crop from farm to terminal have not yet been perfected.

A material reduction is promised in grain storage charges at Duluth, Minn. The elevator companies have issued the following notice: "In view of the largely increased receipts of grain at the head of the lakes, and for the purpose of encouraging grain shipments to these points, we hereby announce that on all grain on and after June 1 next the handling and storage charges at our respective houses will be as follows: For receiving, elevating and delivering, including fifteen days' storage, ½ cent per bushel; storage for each additional thirty days or part thereof, ½ cent per bushel. No extra charge will be made for cleaning. The rate on barley, rye, oats and corn is not affected, as the rate on these grains has been ½ cent per bushel. On flaxseed the reduction is considerable, as formerly the rate was ¾ cent for handling and ½ cent additional for cleaning, but works only slight hardship on the elevator men. The effect of the reduction will be felt in several directions, but in every way will benefit the elevator men. At Duluth the business of storing grain is conducted under favorable conditions, which, as they became known, have invited competition. Several projects are on foot to erect additional houses, the actual construction of which may now be postponed or abandoned.

CANADA.

Owing to the small offerings of wheat some of the country elevators in Manitoba have been closed since Christmas.

The Ontario & Rainy River railway expects to have twenty miles of track laid by May 31, between Stanley Station and the Mattawin river.

H. D. Metcalfe, who was formerly connected with Alex. McFee & Co., has engaged in the export grain trade on his own account, with offices at Montreal and Winnipeg.

At the annual meeting of the Winnipeg Grain Exchange the following officers were elected: Joseph Harris, president; W. L. Parrish, vice president; C. N. Bell, secretary-treasurer; council, John Love, R. P. Roblin, J. K. McLennan, S. Spink, W. Martin, F. W. Thompson, S. A. McGraw, Stephen Nairn, Alex. Reid, R. D. Martin, Robert Muir; arbitration committee, L. A. Tilley, D. G. McBean, A. McBean, S. Nairn, H. S. Patison, W. A. Walker, Robert Muir.



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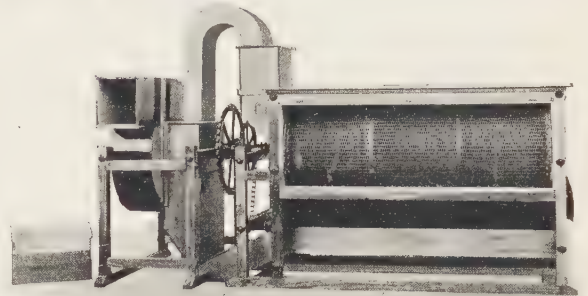
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**Grain Elevators
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Furnishes reliable insurance on modern elevators and their contents at about one-half the rates charged by stock companies. If your elevator risk is up to our standard we can make you a handsome saving on your insurance. Full information and financial statement cheerfully furnished. Address the

MILLERS NATIONAL INS. CO.
W. L. BARNUM, Secretary.

The GRAIN SHIPPERS' Mutual Fire Insurance Association

Insures only desirable risks in Iowa, and has saved its policy holders in the past almost 75 per cent of Board rates. For particulars, address

F. D. BABCOCK, SECRETARY,
IDA GROVE, IOWA.

Several insurance companies have accepted the blanket grain insurance plan.

Japan's rice crop for 1898 is estimated at 7,596,000 tons an increase of 38.69 as compared with the preceding year and of 18.68 as compared with the average crop.

Sir William Crookes' theory that by 1913 the world would not have enough wheat to go round has been exploded in a recent article by H. W. Wiley, chief chemist of the United States Department of Agriculture.

Perforated Metal For Grain Cleaners



Rubber Stamps...

Of all kinds, Inks, Pads, Stencils,
Steel Dies and Seals. Write to
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THE BELT RY OF CHICAGO.

Has Fine Locations for

Elevators, Factories, etc.

ADDRESS

B. THOMAS, Pres. and Gen'l Mgr.

Dearborn Station.

CHICAGO.

Germany's hay crop is so large that Consul Hughes of Coburn warns American dealers not to ship any on consignment.

Since Secretary Wilson made an entire change in the personnel of the statistical bureau no one has had advance information on the government crop report.

Attention Regular Dealers.

We can supply your wants
for anything in the line of

Gasoline Engines,
Iron Roofing,
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at prices that "talk."

Write for estimates on anything.
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BUFFALO, N. Y.

Designers of Elevators, Flour Mills, Steam
and Electric Power Plants.
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and Milling Property.

THE SPENCERIAN DUST SHIELD.



Absolutely prevents all
dust and obnoxious matter
from being inhaled.

It is small, but effective,
and will never wear out,
being made of brass, beautifully nickel plated.

The filters are easily
changed.

Special Price, prepaid,
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Send for Special Catalogue "G"
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Feed Mills, etc.

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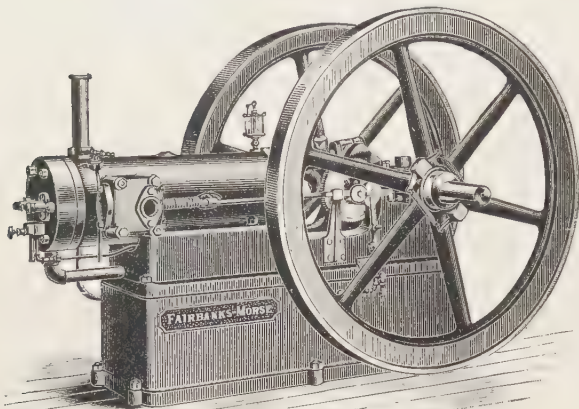
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St. Louis. Minneapolis. Cincinnati. Cleveland. Kansas City. Indianapolis. Louisville. Omaha.
Portland, Ore. St. Paul. Denver. San Francisco. Los Angeles.

SOUTHEAST.

Send us notices of contemplated im-
provements.

On account of dry rot about 25 per
cent. of the corn crop of Coffee county,
Tenn., has been lost.

Camp Bros. & Co., dealers in grain
and flour at Atlanta, Ga., have failed.
Their property has been turned over to
a trustee, who will divide it among all the
creditors.

The burned elevator of the Paducah
Coal & Mining Co., at Paducah, Ky.,
will be rebuilt at once, the plans and
specifications having been drawn up and
submitted to contractors.

The Tennessee Central Railroad Com-
pany has let contracts for the construc-
tion of 226 miles of road from Clarks-
ville through Nashville to Harriman.

KANSAS.

Cole Bros., of Harper, Kas., recently
built a new elevator.

Wynn & Co., of Perth, Kas., have
recently built a new elevator.

In December 1,200 cars of wheat were
inspected at Coffeyville, Kas.

A new elevator will be built at Cald-
well, Kas., by M. T. Williams.

Readers will confer a great favor by
sending us grain trade news items.

How do you like the page of cards of
the Regular Receivers of Kansas City
in this number?

Twenty-six candidates for the posi-
tion of Kansas state grain inspector
have laid siege to Gov. Stanley.

The 40,000-bushel elevator of Morris
& Aitken at St. John's, Kas., was
burned recently, together with a quan-
tity of wheat.

A car containing 1,750 bushels of corn
was shipped to Baltimore on January 4
by The Greenleaf-Baker Grain Co., grain
dealers of Atchison, Kas.

C. M. Wilkinson, of Wamogo, Kas.,
is contemplating the selling of his ele-
vator and grain business at that place,

and going into some other line of busi-
ness.

W. T. Buck, of Vliets, Kan., recently
improved his elevator by building a new
office and installing telephone connec-
tions. Mr. Buck is contemplating buy-
ing another elevator at some near-by
station.

Walter S. Mitchell, grain dealer at
Wichita, Kan., is being examined by
the court to determine his sanity. While
in Oklahoma, a month ago, he was
attacked with dizziness, and grew
steadily worse, until he had to be
placed in the custody of a guard.

IOWA.

Send us notices of contemplated im-
provements.

Robert Harper, grain dealer at Des
Moines, Ia., has filed a voluntary peti-
tion in bankruptcy.

E. D. Vorhes, dealer in grain and coal
at Cushing, Ia., has sold out, and is
looking for a new location.

By subscribing for both at the same
time you can get the Hay Trade Journal
and the Grain Dealers Journal one year
for \$2.

Eight cars loaded with wheat were
ditched recently at Riverton, Ia., in an
attempt to make a flying switch in the
C., B. & Q. yards.

J. E. Warren, Maxwell, Ia., has made
a trip to Oklahoma, where he has suc-
ceeded in finding an elevator and an
opening for the grain business.

Gray & Babcock have succeeded to
the grain business of Gray, Babcock &
Sears at Ida Grove, Ia., F. A. Sears hav-
ing retired from partnership with L. M.
Gray and F. D. Babcock.

The elevator on the Great Western
tracks at Dubuque, Ia., owned by W. L.
Luce, grain dealer, of St. Paul, Minn.,
was burned at midnight, Jan. 15. The
building, together with machinery and
a small stock of grain, was completely
destroyed.

Christensen's elevator at Garwin, Ia.,
was burned to the ground, together with

2,000 bushels of grain. The building
was erected nine years ago at a cost of
\$6,000. Insurance, \$3,500. The fire is
believed to have originated in the
boiler room.

L. R. Brown, who for many years has
been a popular buyer for the St. Paul &
Kansas City Grain Co., at Dawson, Ia.,
is building an elevator at that place,
with a capacity of 9,000 bushels, and
will enter the field as a regular grain
dealer. Having many friends Leon will
no doubt do his share of the business in
his territory.

NEBRASKA.

Send us notices of contemplated im-
provements, new elevators and changes.

The elevator at Elsie, Neb., controlled
by the Central Granaries Co., was re-
cently burned. Loss, \$2,500.

Bailey & Kroetch have begun the
erection of a grain elevator at Burwell,
Neb., the second in that town.

Charles Stark and August Witt have
started in the grain business at Gilead,
Neb., by renting the Moss elevator.

J. C. Bousfield, of Auburn, Neb., has
bought the interest of his partner, Mr.
Conner, in the grain and stock busi-
ness.

The elevators at Carroll, Neb., have
been running night and day to handle
the large amount of grain that is being
marketed.

The elevator at Riverton, Neb., is be-
ing operated by W. A. Chitwood. Rich-
ards Bros. are not buying grain at that
point at present.

Richey & Dickson are enlarging their
elevator at Louisville, Neb., to a ca-
pacity of 10,000 bushels. They have
also purchased a new engine.

The Union Elevator Co., of Omaha,
Neb., has elected the following direct-
ors: N. Merriam, W. D. Cornish and
William Wallace, of Omaha, and Law-
rence Greer, E. H. Harriman, Otto H.
Kahn and Winslow Pierce, of New
York.

NEW YORK.

The Economic Elevator Company has been incorporated at Brooklyn, N. Y., with \$100,000 capital stock, by Thomas Keenan, T. L. Fogarty and C. H. Hyde, of Brooklyn.

The Standard Stock & Grain Commission Co., of 53 New street, New York, has failed. The manager, F. E. Eggleston, states that he has no assets and does not know what are the liabilities.

Horace J. Harvey, of Harvey & Horace, dealers in grain and feed, at Buffalo, N. Y., had a hearing recently in the Bankruptcy Court. The firm failed two years ago. Mr. Harvey's liabilities are \$100,000, and the assets nothing.

George D. Puffer, grain dealer, of New York, died recently, aged 72 years. He was well known in the trade, having been one of the original members of the New York Produce Exchange, and for 30 years president of the New York Floating Elevator Co. Mr. Puffer also was treasurer of the International Grain Elevator Co.

The Marine elevator at Buffalo, N. Y., has been leased for a period of three years by Hancock & Co., of Philadelphia. President C. Lee Abell, of the Marine Elevator Co., will retain his connection with the elevator, being the resident manager for Hancock & Co. The Philadelphia firm will permit their lease of the Coatsworth elevator to expire. The Marine elevator has storage capacity for 750,000 bushels and handling capacity for 20,000,000 bushels per season.

Robert Downey, dealer in grain and coal at Oswego, N. Y., died Jan. 16, of pneumonia. He was born in Fredericksburg, Can., in 1836, and first built a small elevator at Napanee, Ont., from which he shipped barley. His excellent business principles made him many friends, and soon he was called to Oswego as buyer for Irwin, Sloan & Co., with whom he remained until 1885, when the firm was succeeded by Gaylord, Downey & Co. The partnership continued for six years, being dissolved by the retirement of Mr. Gaylord. Since 1895 Mr. Downey and his son Arthur have conducted the business. He was president of the Oswego Board of Trade, a member of several organizations, and took a deep interest in the public welfare.

PENNSYLVANIA.

S. Beach, grain dealer and grocer at Albion, Pa., has just completed a new building, in which he has an elevator operated by a four-horse-power gasoline engine.

Aaron Kulp, of A. Kulp & Son, grain dealers and warehousemen at Phoenixville, Pa., died recently, aged 64 years. He was a member of the Philadelphia Commercial Exchange.

The Philadelphia Grain Elevator Co. has completed plans and will soon let contracts for the construction of an elevator at the foot of Ann street, Port Richmond, to be 80x125 feet and cost \$20,000.

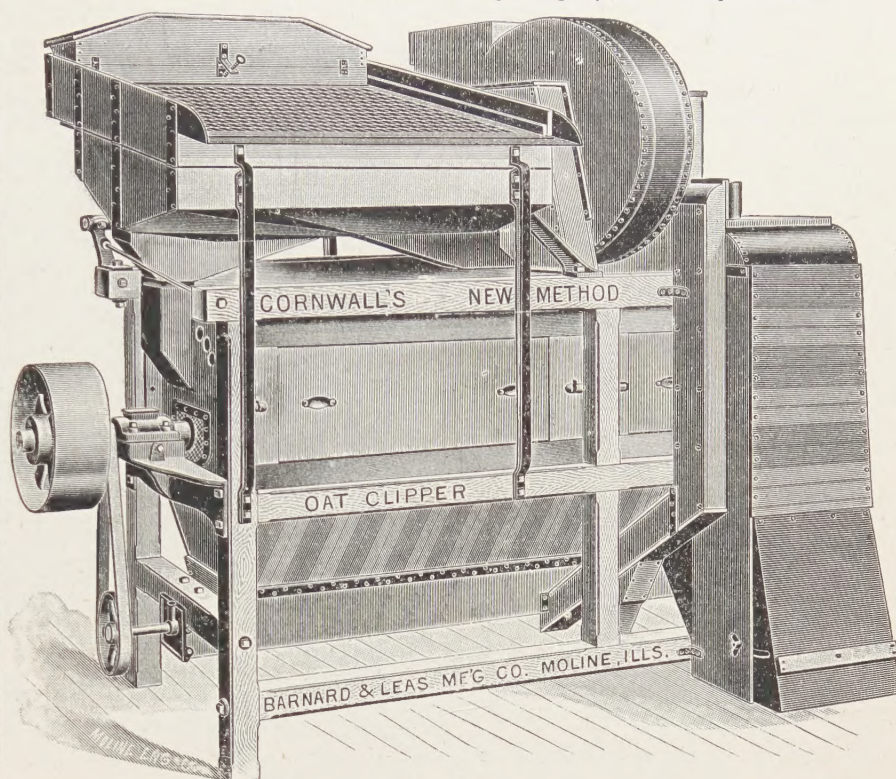
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\$50.00 Reward for First Notice of Any Infringement.

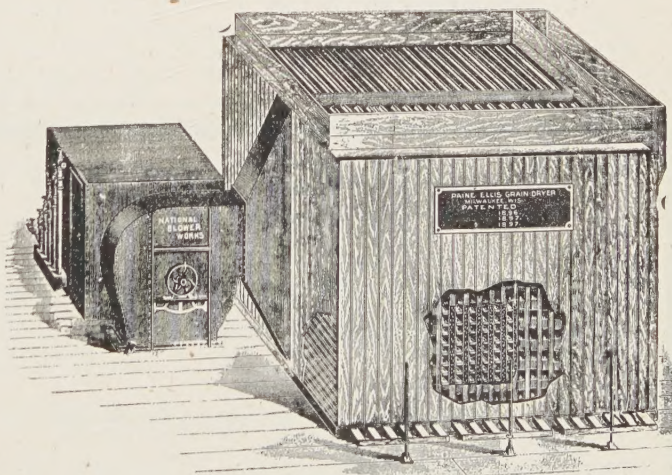
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GRAIN DRIER**

is THE ONLY
PRACTICAL
DRIER that will
successfully handle grain
containing from 5 to 40 per
cent moisture.

OPERATION
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CAPACITY
GUARANTEED.

CAPACITY
FROM
50 to 2,000
BUSHELS
PER HOUR.

Write for...
Catalogue and
Particulars.



The Paine-Ellis Grain Drier Co.,

Nos. 52 and 53
Chamber of Commerce,

MILWAUKEE, WIS.

INDIANA.

An elevator will be built, it is said, at Crane, Ind.

A grain elevator will be built, it is said, at Stockwell, Ind.

The new elevator at Converse, Ind., is being built by J. E. Flynn, grain dealer.

Grain trade news and notices of contemplated improvements are always welcome.

F. R. Curtis has leased land of the town at Bennington, Ind., on which to build an elevator.

Goodrich Bros., of Newcastle, Ind., have bought the land on which their elevator is located.

D. Z. Creitz, proprietor of the Imperial Mills at Cambridge City, Ind., has purchased a site on which to erect a small grain elevator.

J. C. Ullrick, of State Line, has taken charge of the Finney elevator at West Lebanon, Ind. Jacob Robinson has taken his place at State Line.

J. P. Teegarden, of Woodington, O., is investigating the location of Dunkirk, Ind., as a grain shipping point, with a view to erecting an elevator.

The Bremen Grain Co., has begun buying grain at Lapaz, Ind., having taken possession of the elevator formerly owned by the Walkerton Milling Co.

A circular steel storage elevator will be built at Terre Haute, Ind., in connection with the hominy mill of B. G. Hudnut. Next spring two more, of the same capacity, 40,000 bushels, will be erected.

Among the stockholders of the company which proposes to build a grain elevator at Michigan City, Ind., are John C. Vanatta, of Brookston; B. F. Crabb and A. E. Reynolds, of Crawfordsville, and C. H. Rawlins, of Chicago.

James D. Conklin, a partner in the Bank of Kentland, Ind., has purchased of George D. Rider a half interest in the elevator of the Rider Grain Co., and the business, after April, will be conducted by James D. Conklin and Clermont Rider.

Hay dealers who handle grain and grain dealers who handle hay can secure both the Hay Trade Journal and the Grain Dealers Journal for \$2 a year, if subscribed for at the same time.

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We offer to our patrons a Set of the Works of Charles Dickens, in Twelve Large and Handsome Volumes, by mail post-paid, for only Seventy-five Cents! This great offer eclipses any ever heretofore made. Charles Dickens was the greatest novelist who ever lived. No author before or since his time has won the fame that he achieved, and his works are even more popular to-day than during his lifetime. They abound in wit, humor, pathos, masterly delineation of character, vivid descriptions of places and incidents, thrilling and skillfully wrought plots. Each book is intensely interesting. No home should be without a set of these great and remarkable works. Not to have read them is to be far behind the age in which we live. The set of Dickens' works which we offer as a premium to subscribers is handsomely printed from new plates, with new type. The twelve volumes contain the following world-famous works, each one of which is published complete, unchanged and absolutely unabridged: DAVID COPPERFIELD, MAR-

TIN CHUZZLEWIT, NICHOLAS NICKLEBY, DOMBEY AND SON, BLEAK HOUSE, LITTLE DORRIT, OUR MUTUAL FRIEND, PICKWICK PAPERS, BARNABY RUDGE AND CHRISTMAS STORIES, OLIVER TWIST AND GREAT EXPECTATIONS, THE OLD CURIOSITY SHOP AND THE UNCOMMERCIAL TRAVELER, A TALE OF TWO CITIES, HARD TIMES AND THE MYSTERY OF EDWIN DROOD. Bear in mind that we offer, not a single volume, but the entire set of twelve volumes, as above, by mail post-paid, for only Seventy-five Cents. We prepay all postage. This is the grandest offer ever made. Up to this time the price of a set of Dickens' works has usually been \$10.00 or more. The use of modern improved printing, folding and stitching machinery, the present extremely low price of white paper, and the great competition in the book trade, are the factors which make this wonderful offer possible. Tell all your friends that they can get a set of Dickens' works in twelve volumes for only seventy-five cents.

ALFRED C. CLARK & CO., Publishers, 185 Dearborn St., Chicago.

Alone the former costs \$2. Don't miss this opportunity.

W. L. Ross, general agent of the Indiana, Illinois & Iowa railroad, is arranging with Toledo people for the construction of a 100,000-bushel transfer elevator at Knox, Ind., at the junction of the I., I. & I. and the Nickel Plate railroads. The elevator will be similar to the one the company has at Kankakee.

IT IS NOT What you pay for the advertisement, but what the advertisement pays you. It pays to advertise in the Grain Dealers Journal.

OHIO.

Grain trade news items are always welcome.

The loss on the Union elevator at Toledo, O., is still unadjusted.

Joseph Tauralt, of Toledo, has leased the elevator of Ely & Bissel, and now controls both elevators at Antwerp, O.

You can get the Hay Trade Journal and the Grain Dealers Journal for \$2 per year, if subscribed for at the same time.

M. E. Burke is operating his new elevator at Larue, O. The new machinery and better arrangement enables him to do business more economically.

Henry Heile, grain dealer, of Cincinnati, O., fell down a ladder at his place of business, breaking a rib in his left side. He will be confined to his home for some time.

W. M. Drew & Son, grain dealers at Delisle, O., have been doing a flourishing business this season. They have a modern equipment for cleaning grain and shelling corn.

The grain elevator at Overpeck's Station, three miles north of Hamilton, O., was burned January 6. George K. Shaffer lost 400 bushels of corn, not insured. The building was owned by J. B. Branch, of Middletown, whose loss is \$1,500, with no insurance.

Thomas W. Burnham has sold his elevator property at Cleveland, O., to the Star Elevator Company for \$22,569. The new company has a capital stock of \$50,000, and its directors are Thomas W. Burnham, president; James H. Worley, vice president; Frank W. Blagg, secretary and treasurer; William H. Ingram and Benjamin C. Stow.

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The Sunshine Route is essentially the best and most patronized through car line for men, women and children. Every attention paid to the needs of passengers en route.

Send for a Sunshine Route time-table folder. It costs nothing.

Address F. A. Miller, Assistant General Passenger Agent, Chicago, Ill.

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IT IS ABSOLUTELY WITHOUT AN EQUAL.

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JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J.

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KNOW HOW TO CRACK TRANSMISSION NUTS. HAVE YOU ANY TO CRACK?

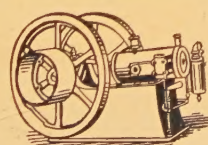
DODGE MANUFACTURING CO. MISHAWAKA, IND.

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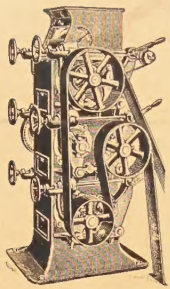
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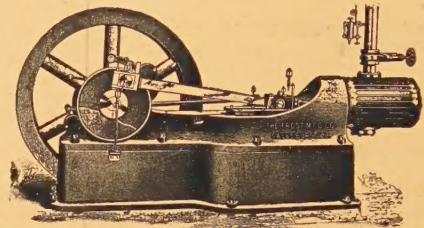
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